

# The Daily GRAIN DEALERS' JOURNAL

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Vol. XI. No. 8.

MINNEAPOLIS, MINN., OCTOBER 7, 1903.

IF PAID IN ADVANCE  
ONE DOLLAR PER YEAR.



First Vice-President H. S. Grimes, of Portsmouth, Ohio.

## THE DAILY GRAIN DEALERS JOURNAL

Published during this meeting, is free to regular subscribers. Others can get it by subscribing for the semi-monthly Grain Dealers Journal, which is published on the 10th and 25th of each month for \$1 per year. You can not afford to try to do a grain business without it. Subscribe today.

**GRAIN DEALERS JOURNAL, 255 La Salle St., Chicago, Ill.**



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**GRAIN, SEEDS and PROVISIONS**

72 BOARD OF TRADE  
 CHICAGO

We are represented at this meeting by our Mr. A. E. Wood, who would be pleased to meet all regular grain dealers.

### *Program National Meeting.*

WEDNESDAY MORNING 9 A. M.

Report of Nominating Committee.

Election of Officers.

Accurate Methods of Grain Grading.

.....C. S. Scofield, Botan-

ist in Charge of Grain Grad-

ing Investigations, Department

of Agriculture, Washington, D. C.

Report of Committee on Trade Rules.

.C. A. Burks, Chairman, Decatur, Ill.

Report of Auditing Committee.....

Experiments of the Department of

Agriculture for the Improvement

of Grain .....M. A.

Carleton, Cerealist Department of

Agriculture, Washington, D. C.

Adjourn at 12 M.

WEDNESDAY AFTERNOON 2 P. M.

Visitors will be given a trolley ride thru the environs of Minneapolis, including a visit to the smaller lakes and Minnenaha Falls.

WEDNESDAY EVENING 8 P. M.

A Promenade Concert and Reception will be tendered the visitors at the Chamber of Commerce by the local dealers. The Danz Orchestra will furnish the music.

THURSDAY MORNING 9 A. M.

Report of Resolutions Committee.

Public Supervision of Weights.....

.....Warren T. McCray,

Ex-Pres. G. D. N. A., Kentland, Ind.

Report of Arbitration Committee....

.....Capt.

I. P. Rumsey, Chairman, Chicago

Grain Car Equipment and the Rela-

tion of the Railroads to the Grain

Trade.....F. A. Delano,

Gen. Mgr. C. B. & Q. R. R., Chicago

Adjourn 12 M.

THURSDAY AFTERNOON 1 P. M.

Meeting of New Board of Directors at President's Room, West Hotel.

All Grain Inspection Departments

Shud be Conducted upon Civil

Service Principles .....

.....Chas. England, Baltimore

Report of Committee on Amendments

to Constitution and By-Laws.

Is the Relation of the Country Ele-

vator Man to the Terminal Re-

ceiver what it Shud be?.....

.....C. B. Jenkins,

Pres. of the Ohio Asso., Marion, O.

Adjourn.

## OUR WORST HABIT

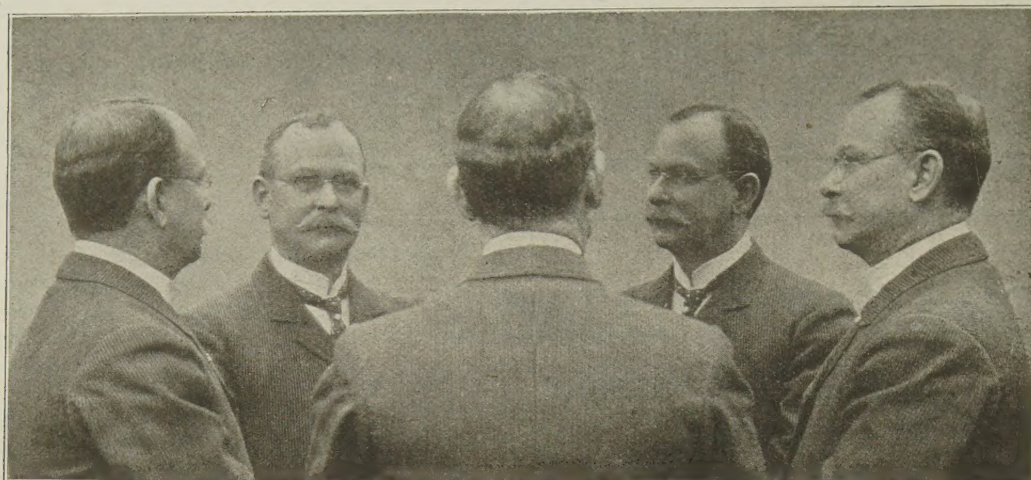
FAITHFULNESS TO OUR CUSTOMERS

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Grain Commission





A Meeting of the Directors at Large.

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Doing no trading whatever on my own account, which enables me to judge the market from an unbiased standpoint.

All business transacted through {  
and confirmed by Hately Bros. }{ Consignments of cash grain and orders in  
futures have my personal attention. }My "GRAIN TRADE TALKS" are published in full in the Chicago Evening Post  
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A. C. Davis & Co., 211, 212 and 213 Board of  
Trade, Kansas City, Mo.

Mr. H. F. Dousman will represent at Mpls.

## Trade Rules.

As Amended October 3, 1902.

On all contracts for the shipment of grain sold on track or to arrive, the rules, by-laws and regulations of the market named in the terms on which acceptance is made, shall govern in settlement. In case no rules, by-laws or regulations are regularly established, the following rules shall govern:

No. 1. Confirmation.—It shall be the duty of the purchaser to mail to the seller on the day of purchase, a confirmation in writing, giving the number of bushels, kind of grain, railroad and point of shipment, terms, price, time given for shipment, also billing instructions in keeping with the rules of the railroad on which the shipment is to originate at time of sale, kind of cars to be loaded, and any other points the purchaser may deem worthy of mention. It shall also be the duty of the seller to confirm sales in writing on day of sale, setting forth the number of bushels sold, kind and grade of grain, railroad and point of shipment, price, time within which grain is to be shipped, terms and agreement to abide by all other conditions named in the card or wire bid. On receipt of confirmation, both parties to the contract shall carefully check all terms named therein, and in case of any differences, notice must be given at once by wire or in writing.

No. 2. Time for Shipment.—Specific number of days for time of shipment or arrival on all contracts should always be mentioned. Shipments within any number of days shall mean to include Sundays and legal holidays. On contracts maturing on Sundays or legal holidays, shipment shall be made on preceding business day. "Immediate shipment" shall mean that the seller has three days in which to load and bill grain, including Sundays and legal holidays. "Quick shipment" shall mean within five days with the same specifications as above. "Prompt shipment" shall mean within ten days, with the same specifications as above. Where no time is specified, it shall be understood to mean ten days' shipment. On failure to furnish billing instructions as above specified, the seller may, on reasonable notice to the buyer, have the right to sell out the grain at best advantage for account of buyer, and the latter shall be responsible for all loss incurred. Time for shipment within the limits named in the contract shall be at the seller's option unless otherwise specified.

No. 3. Billing Instructions.—In case grain is sold for "immediate" or "quick shipment," purchaser shall wire billing instructions unless same shall be understood or given in mail bid or embodied in wire bid. In case sales are made for "prompt" or any specific number of days other than above indicated, mail billing instructions as provided in Paragraph 1, will suffice. Billing directions on grain sold may be changed, where such change does not prejudice the interests of the seller, or involve additional risks.

No. 4. Shipment.—Should the seller find where his contract provides a specific time for shipment, that he will not be able to fill the sale within the time specified, it shall then be his duty to advise the purchaser by mail, wire, or 'phone, of the probable deficit, at which time the purchaser may elect to cancel, extend time of shipment, at either the original or agreed price, or advise seller that he will be obliged to buy in said deficit in the market for which the grain is sold to the best advantage for his—the seller's account—and render a statement accordingly; and on contracts providing a specific time for arrival, the buyer may elect to cancel such contract or any balance that may still be due; or it shall be his duty to cover the contract or any deficit on same, basing the deficits on shipper's weights or estimates; and wherever shipper's weights or estimates are not given, on his own fair estimate of the contents of the cars that have been applied on the contract.

No. 5. Demurrage.—The seller shall be liable for any demurrage charges accruing on grain billed to "shipper's order" occasioned by the purchasers not having B-L in hand, so that he could have given disposition of said grain.

No. 6. Samples Sales.—It shall be the duty of the seller of grain by sample to deliver grain fully up to sample, shipment to be made according to the terms of contract. The inspection committee or some duly authorized committee of the market to which the grain was billed, shall pass upon such shipments, providing purchaser shall refuse to receive same upon contract

(Continued on page 372)

## Goemann Grain Co. CHICAGO BUYERS RYE AND OATS

Receiver  
and Shipper

**Sam Finney**

Commission Merchant,  
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My Personal  
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**YOUR** business interests in Chicago can best be advanced by a firm which devotes all its time and energy to the interests of its customers, hence can do so without sacrificing its own interests. **H. D. WETMORE & CO.,** 512 Rialto Building, Chicago, is a purely commission firm.

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**Make Our Office Your Headquarters While in the City**

Liberal Advances on Consignments. Orders in Futures Solicited.

Cash and Future Market Letter Mailed Free on Application.

Members Different Exchanges.



(Trade Rules continued from page 371.)

on account of quality. Should said committee decide that grain tendered was not up to sample, it shall be the duty of seller to adjust difference satisfactorily with purchaser; in case of failure on part of seller to adjust promptly, the grain shall be subject to his order. The buyer shall then elect to cancel an equal amount or buy in for account of the seller a like quantity on the original contract, but must give notice at once to the seller of his action. The seller must also provide for immediate payment of any drafts made against shipments that may have been refused.

No. 7. Loading.—It shall be the duty of the seller of grain on track, or to arrive, to load all cars in keeping with the rules and regulations of originating railroads.

**A. L. SOMERS & CO.**  
**Commission Merchants**  
**GRAIN AND FIELD SEEDS**

Orders for futures carefully executed.  
Rooms 602-603, No. 226 LaSalle St., Chicago, Ill.  
Write for samples to show Chicago values.

and to be liable for any charges accruing by non-observance of same.

No. 8. Terms.—The word "terms" shall mean weights and grades guaranteed by shipper in market in which grain is billed, as agreed upon at time of sale.

No. 9. Telegrams.—The sender shall prepay all telegrams unless by agreement party to which same is addressed has previously consented to pay for such messages.

No. 10. Acceptances.—Wire and 'phone acceptances to mailed track bids, must reach the office of the bidder within the limit of time specified therein. All wire bids or offers should give time limit for acceptance.

No. 11. Surplus Shipments.—All surplus shipments on track sales or sales to arrive, shall be handled according to rules of the market to which the grain was billed.

No. 12. Regular Market Terms.—By "Regular Market Terms" the trade shall understand official inspection by an official inspector of some Board of Trade or State Inspection Department, and Board of Trade or Regular Exchange or disinterested public weights shall govern.

No. 13. Interior Shipments.—No grain sold on regular market terms shall be forwarded by purchaser to interior points without the consent of the seller.

No. 14. Invoice.—It shall be the duty of the shipper of all grain to mail purchaser or consignee on day grain is loaded, an invoice of such shipment, setting forth the car initial and number, kind of grain, actual or estimated weight, price if to be applied on sale, amount of draft drawn and how billed. All Bs-L attached to invoices or drafts must be in proper form, and the buyer shall not be responsible for the payment of drafts, or for delays occasioned by the forwarding of irregular or improper Bs-L by the seller.

No. 15. On all contracts for grain based on regular established grades, the tender of sulphured or so-called "purified" grain shall not be considered valid, and in case such shipment shall be made on contracts, the seller shall forfeit his rights under the same, and the buyer may at his discretion elect to cover such open contracts or balances necessary to fill, without further notice to the seller, who shall be liable for any loss arising in such transaction.

No. 16. All complaints of violations or evasions or willful neglect to comply with the rules and regulations herein set forth on part of either the buyer or seller of property, shall be referred to the Board of Directors, and subject to such discipline as they may elect.

**BENTLEY-JONES GRAIN CO.**

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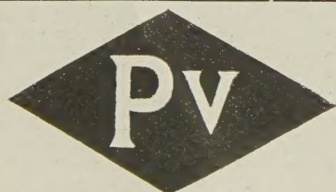
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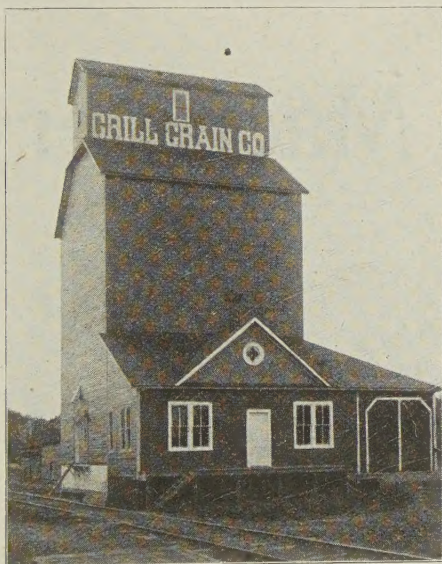
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We are in the market for  
Barley and Rye. Don't  
fail to write us as will  
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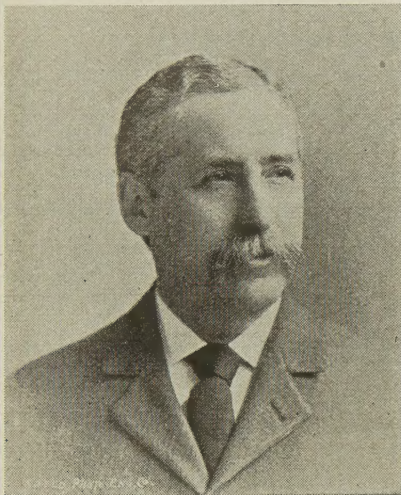
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and  
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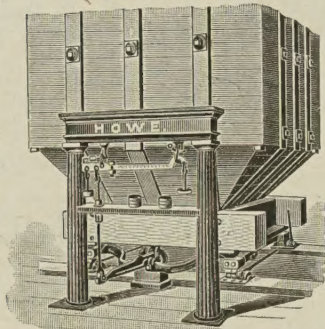
Commission Merchants.  
 Grain, Feed, Hay, Straw, Etc.  
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 the Grain Dealers National Association by  
 Mr. E. L. Rogers. He will be glad to meet  
 you.

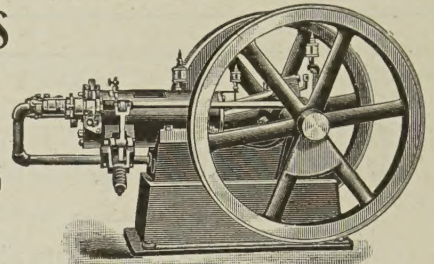
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## GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,  
CHICAGO, ILL.

CHARLES S. CLARK, Manager.

### Subscription Rates

if paid in advance. One Dollar per year; Sixty Cents for six months; if not paid in advance, \$1.50 per year. Single copies ten cents.

To Foreign Countries within the Postal Union, postage prepaid, \$2.00 per year in advance; to Chicago outside carrier limits, \$1.50.

### Advertising Rates

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

"Wanted" and "For Sale" advertisements under the head of Grain Dealers Exchange cost 15 cents per line, each insertion.

### Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

MINNEAPOLIS, MNIN., OCT. 7, 1903.

WANTED.—Two days of dry weather.

DID you lose your umbrella, or was it stolen?

JOHN HILL, JR., of Chicago, is registered at the West.

FEET were soaked, that had not been soaked before.

THE WEATHER man is advertising for water to douse grain men.

P. J. WILLSON, of Gilman, Iowa, has arrived and is stopping at West Hotel.

L. R. DOUD, with Grain Dealers National Mutual Fire Insurance Co., is in attendance.

A BRIGHT SPOT has chippers working for Milwaukee, and the chippers are kept busy.

THE Nominating Committee adjourned last evening to meet again at 8 a. m. this morning. Watch the bulletins.

ALUMINUM combs with leather cases are presented by C. G. Egly with the compliments of the Berne Grain & Hay Co.

IT IS rumored that the Stream, Culver, Cooke Burlesque Co. will appear at the Star Theatre, St. Paul, Thursday evening.

CARDS.—If you want any cards quick, hand copy to any representative of the Grain Dealers Journal and your want will be supplied.

OHIO now leads all the other states in the number of paid members, the number on the roll of honor last night being 410. Even Iowa has been passed.

C. G. EGLY is supplying everybody with yellow bags and supplementing the gift with a warning not to let the cat out of the bag. If you did not get a cat, better hunt up Egly.

THE TRADE Rules Committee was in session yesterday afternoon, and will

reconvene in Room 128, West Hotel, at 9 a. m. this morning. Their report will be made at the afternoon session.

DO NOT fail to see the samples on exhibition in the Old Colony building, which is opposite the front of the Chamber of Commerce building. Every market is represented. The seed exhibit alone is worth your time.

J. J. QUINN, of the Great Western Elevator Company, Minneapolis, was elected secretary treasurer of the Southern Minnesota and South Dakota Grain Dealers' Association, at a meeting of the Board of Directors in this city yesterday.

TEXAS' only representative is W. O. Brackett, of Sherman. Secretary Dorsey had all his arrangements made to attend the meeting, but on account of sickness in his family was detained at home. He wishes to be remembered to his many friends in the trade and regrets his inability to be present.

### "The Farmers' Trust" Meets.

Robert Lindblom, of Chicago, and H. H. Carr, who was permitted to ride on the Board of Trade Special, Hamilton White, "Capitalist and Financier" of Red Oak, Ia.; C. C. Jackson, and four other theoretic farmers attended a meeting of the Farmers National Co-operative Company, in St. Paul, this morning. Disappointed at the attendance they adjourned until this afternoon in hope of getting enough suckers to at least make expenses, but had to give it up. They may soon realize the fact that the farmers are on to their game.

### Machinery Exhibits.

At the official headquarters will be found a working model of the electric-bin signal which is said to be a sure cure for mixing grain.

A working model of the Perfection Grain Drier is on exhibition at 418 Chamber of Commerce building. R. D. Aitchison is in charge of the exhibit.

B. Tucker, of Fuller & Jackson, Madison, Wis., has one of their latest oil-cooling gasoline engines on exhibition at 326 North First st.

### Inspectors Complete Their Exhibit of Samples.

The exhibit of official grades was completed today by the arrival of additional samples from Chicago, Albany, N. Y., Duluth, Burlington, Ia., Minneapolis and New Orleans.

A striking exhibit which added greatly to the attractiveness of the room and was closely examined by Northern visitors, was that brought by W. L. Richeson, chief inspector of the Maritime & Merchants' Exchange, New Orleans. Above a mossy margin were raised splendid samples of rice in the straw against a background of cotton plants, with their bursting bolls of white. Sugar cane plants reached to the ceiling of the room, and in the middle was a huge banana leaf.

The number of samples shown is 250, some in sacks, some in round tins, and some in the elegant Baltimore triangles. Six ears of corn 15 inches long were shown from Howard county, Ind., where they have a "short crop."

### The Vodville.

Musical numbers were the head liners at the vodville entertainment at the Elks' Hall, last night. Very many of the grain men were there, and when the performance began at 8:30 the front seats were all taken.

An organ recital by Shuey was the first number. Next came young Herbert Whitmore in a song and dance that won him applause. Maude Robinson sang very sweetly, "I Love You Dear-ly," and had to respond with a song about the French clock that was inclined to be fast.

Walter Ellis whistled varieties. His delicate warbles were heard with appreciation, but not more so than his splendid imitation of the sound of the meat saw cutting off two pork chops.

Yonkers Quartet wanted to know where was Joe (Bidwill) to hoe the corn; but he had a fit—of laughing—having taken laughing gas.

Mr. Beckwith gave a strong recitation.

Peter Daugherty's explanation of how he did his sleight-of-hand were listened to with interest.

Illustrated songs were "I've a Longing in My Heart for You, Louise," and "You're as Welcome as the Flowers in May."

Earl Witherbee rendered a bass solo. Chas. R. Shibley strummed the zither; and Mrs. Robison was welcomed in another soprano solo.

A violin solo by Mr. Wood, showed him a practiced instrumentalist, and his imitation of a violincello in the "Old Kentucky Home," was splendid.

How "Hot Time" was made to do duty for waltz music, as well as hymns, was exemplified on the piano.

Cigars were passed around often enough to keep the smoke from becoming less dense.

The ladies in charge of the refreshments reporting that the Golden Grain Belt Beer was in danger of getting frozen, many hastened to prevent any such catastrophe. After the first onslaught the dining room still yawned for 40 more.

Two long tables, and others round, had their snowy cloths covered with good things, sandwiches, cheese, ham, sausage, salad, crackers. Coffee was served.

### Board of Trade Special.

The Chicago Board of Trade Special arrived yesterday morning about 9:30 a. m., in charge of J. L. Ferguson, assistant general passenger and ticket agent, and Mr. F. P. Eyman, general freight agent of the C. & N. W. R. R. The comfort and pleasure of the passengers was given every consideration. Sandwiches and fruit was served in the buffet car, free. Buffalo and Milwaukee vied with one another in circulating an attractive illustrated booklet in hope of capturing the next convention. Pamphlets describing the points of interest along the Northwestern line in Wisconsin were distributed with the compliments of the road, likewise souvenir programs of the annual meeting of the National Association.

The only one on the train who really lost much sleep was Banker Baker, who spent his time between naps devising a unique and attractive savings bank scheme.





New Minneapolis Chamber of Commerce Building, Corner Fourth Street and Fourth Avenue South,  
where the Promenade Concert will be given this evening.



# CARDS

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Give Order to Any  
Representative of the

GRAIN DEALERS JOURNAL

E. A. Grubbs

J S. Hazelrigg

**E. A. Grubbs Grain  
Company** GREENVILLE  
OHIO

**GRAIN, HAY, STRAW**

MEMBERS  
Grain, Hay and Millers' Associations.  
**ELEVATORS**  
on Pennsylvania R. R. at Germantown,  
Cambridge City, Straughn, Dunrieth and  
Bentonville, Ind.

**TRANSFER HAY HOUSE**  
on C. N. R. R., Greenville, Ohio.

SPEAKERS who succeed in getting  
the floor should bear in mind that the  
meetings are being held in a theater, the  
possession of which ends sharply at 5 p.  
m. Tuesday and Thursday, and at 12 m.  
on Wednesday, so as to make way for  
evening and matinee performances.



Car Being Loaded with a Screw Conveyor Car Loader.

HORTONVILLE, Wis., Sept. 19, 1903.

IOWA GRAIN & MFG. CO., Odebolt, Iowa

Gentlemen:—We have been using one of your Screw Conveyor Car Loaders for some time and find that it works to perfection. It loads a car at both ends as well as the center full to the roof without shoveling and with it our two horse power Pierce Gasoline Engine can car 1,000 bushels per hour. Loads from any one of our eight chutes conveniently. Can change from one chute to another in one minute. The  $\frac{3}{4}$  in. cable drive you furnish for same does not get out of alignment like belt and shafting is easily attached to any line shaft and goes to any number of chutes, and as conveyor will force grain up grade to rotary it cars nicely from our low down chutes. Have been in the Grain and Elevator business continuously for 34 years and have never seen cars loaded cheaper, easier and better than with the Screw Conveyor Car Loader.

W. W. SLYSTER,  
MGR. NORTHERN GRAIN CO.

If in need of a car loader let us ship you one like the above on trial.

In like manner let us ship you a special car mover.

20th Century Grain Storage and Ear Corn Cribbing  
Machinery a Specialty.

## Iowa Grain & Mfg. Co.

ODEBOLT, IOWA



Is in Operation in Every Mill and All the Principal Elevators in Minneapolis.

SEE THEM AT WORK. ENQUIRE OF OUR REPRESENTATIVE,

**W. E. SHERER,**

Ground Floor Chamber of Commerce  
MINNEAPOLIS, MINN.

Sole  
Manuf'rs

**THE S. HOWES COMPANY,**



"EUREKA" WORKS. ESTABLISHED 1856. Silver Creek, N. Y.





## Tuesday Morning's Session.

The Seventh Annual Meeting of the Grain Dealers' National Association was called to order at 10:30 a. m. in Metropolitan Opera House, Minneapolis, Minn., Oct. 6, 1903, by Acting President H. S. Grimes, of Portsmouth, O.:

The Seventh Annual Meeting of the Grain Dealers' National Association will come to order. The invocation will be said by the Rev. James S. Montgomery of this city, and I take great pleasure, gentlemen, in introducing the reverend gentleman.

Invocation by Rev. J. S. Montgomery.

Chairman Grimes introduced Governor S. R. Van Sant as follows:

Gentlemen of the convention: We have been highly honored by the committee in securing his excellency, the governor of this state, the Honorable S. R. Van Sant to address us. I assure you it affords me very much pleasure indeed, to introduce to you, his excellency, the governor. (Applause.)

Governor Van Sant: Gentlemen of the convention: At the start, permit me to thank you for your generous applause. I usually have that in a large degree before I commence, and when I get through. (Laughter.)

### Welcome to the State.

It is a pleasure, as governor, to welcome the Grain Dealers' National Association to Minnesota. It is appropriate for you to meet here, for no state in the Union is more interested in your work or is making more rapid progress in grain growth and development than Minnesota. Her development has been phenomenal. Only a few years ago it was thought Minnesota could not raise corn. The climate was believed to be too frigid. During the early days of steam-boating cargoes consisted largely of corn shelled and in sacks, and brought to St. Paul. I was much interested recently in reading an address made by the late Alexander Ramsey, our first governor, before the Minnesota Agricultural Association in 1856. The contention of the distinguished gentleman was that the climate was not too severe to grow corn successfully. Many doubted. Behold the result! During the year ending January 1, 1900, our state raised 31,171,220 bushels of corn; and if Jack Frost has not damaged us too severely we will greatly exceed that amount this year. At any rate our corn crop is fully as good, if not better, in proportion than that of either of the great corn states, Illinois or Iowa.

Besides this, our hay crop amounted to 2,575,230 tons; we raised more than 52,000,000 bushels of oats, besides large quantities of other small grains.

Our wheat crop was 82,000,000 bushels. It has thus been demonstrated that valuable varieties of grains and forage can be grown in abundance on Minnesota soil. It is not only appropriate that you meet in Minnesota, but in Minneapolis, our great metropolis, for here we have the finest flour mills in the world, and during 1902 they ground into the best flour ever made 88,000,000 bushels of wheat, or 6,000,000 bushels more than raised in the entire state. The capacity of these mills daily amounts to 80,000 barrels, and 350,000 bushels of wheat. To give you some idea of the immensity of this industry, it would take sixteen trains of thirty cars each to carry this flour daily from Minneapolis, and about an equal number of trains to bring the wheat to the mills. One mill has a capacity of 15,000 bbls. daily, which exceeds by far any like plant anywhere on the globe. The entire output last year was 16,260,105 barrels. Duluth and our other cities add immensely to our flour manufacture and it is safe to predict that we manufacture enough flour to furnish a barrel to every family in the United States annually.

Formerly Minnesota was known only as a wheat-producing state, and it main-

tains a high rank as such yet; but our farmers in their wisdom have diversified their farming and have given a great deal of their attention to butter making. We made last year 76,000,000 pounds. One milling company in this city annually makes flour enough when baked into bread, if the loaves were placed end to end, to encircle the globe; and as we make butter enough now to spread all that bread, we call ourselves no longer the "Gopher" but the great "Bread and Butter State" of the Union.

Gentlemen of the Convention, you secure the market for the producer and are consequently directly interested in his success. You realize how potential a factor he is in the make-up of the nation. In fact, the U. S. government realizes that from the farmer must come the nation's wealth and supplies, and it now has the most thoroughly equipped department of agriculture in the world; an experiment station in every state and territory in the union and one in the Philippine Isles; in them there can be found one thousand men practically and scientifically teaching the most improved methods in farming. Perhaps the greatest factor in our progress is due to our agricultural college; its graduates are scattered all over the state, and the splendid methods taught in this school are in evidence at every hand. This is proper, for farming as formerly will not pay. Scientific farming is the need of the hour. The farmer must meet new conditions, and you the state and the nation are helping him to do this; he must join in the march of progress for it is more and more evident that the tiller of the soil is the true business barometer; when he prospers the country prospers; when his crops are large and prices good, railroad companies and steamship lines have plenty to do, dividends are declared, mills and factories run, the merchant sells his goods and labor is well employed. How important, then, that the farmer should be properly equipped for his work.

Believing that you are in hearty sympathy with him, and believing that your success and his must go hand in hand, benefitting you, the farmer and the state I extend to you, on behalf of this great grain-producing commonwealth and her happy, contented and prosperous people a most cordial welcome to Minnesota!

I realize I am talking to men of business affairs and I trust your meeting here will result in great profit and great good to the land we all love so well. I bid you God-speed in your work here, and bid you good-day and good-bye. (Applause.)

President Grimes: It is very easy to discover why the gentleman who has just addressed us has been elected governor of the state of Minnesota.

President Grimes: The address of welcome to the city, in the absence of the mayor of the city, will be made by the Honorable Percy Jones, chairman of the city council. I take pleasure in introducing the Honorable Percy Jones. (Applause.)

Hon. Percy Jones: Gentlemen of the National Grain Dealers' Association:

### Welcome to the City.

It was scarcely an hour ago that I received a telephone message from His Honor, the mayor, stating that he was too ill to be present, and for me to give you the welcome address for Minneapolis, in his place.

I am here this morning to offer you the hospitality of this city. I wish I might have had notice, that I could have prepared myself, in some measure, to do justice to this occasion, as this is a notable national meeting, and it would have been well if I could have addressed myself to the object of your meeting somewhat more than I can do in this impromptu way. But suffice it to say that your coming has been heralded; the city has anticipated your being with us and we want you to remain here and enjoy to the fullest extent the hospitality

which we hope we can afford you. I speak for the city of Minneapolis. Her borders are large and generous and I think you will find we have warm hearted citizens here who will try to make your stay comfortable and happy. I take it, the local committee of arrangements, has seen to your entertainment, and I shall say to you something of this metropolis of the Northwest. It is not necessary for me to state that we have attractive features in this city. Minneapolis must be of interest to many of you gentlemen, perhaps some of you are unfamiliar with the city; it may be your first visit. You must remember that this is the greatest manufacturing center for flour, in the world—a business closely allied with the business you represent, namely, the grain trade; and it will be of the greatest interest, I doubt not, for you to visit and see something of the milling operations here in progress. It is said, you know, that there is something of a strike on, but we will let that pass, by merely making reference to it. I can only quote the words of the great poet, "Men may come and men may go," but the grain mills are going forever (Applause).

Besides the great grain industry we have many attractive features that will delight you. We have boulevards and lake drives and a perfect trolley system to all of which I hope you will be fully introduced and enjoy, and just at this moment, I believe Minnehaha is doing business. It is not often that gentlemen who visit us in national conventions can be unqualifiedly asked to see Minnehaha, because there has been a diminution of the supply of water in recent years, but just at this time, by all means see Minnehaha. It will repay you for your visit.

Besides the serious reflections of business that will engage your attention in the city, I apprehend one of the great benefits that will accrue to you who have left your business and homes to participate in these discussions, will be educative on broad principles. I think in these latter days conventions and associations and annual meetings are multiplying and I, for one, believe they are fine things. They are educative in a broad way, and we get some idea of geography. Only recently I attended a convention in Utah—the National Irrigation convention, and, I declare, I know more of the geography of my own country after I returned, than I ever expected I would,—just common geography—where places are on the map; that is one of the advantages, but better than anything else is the touching of elbows, man with man—it is the expansion idea; you meet men, get their ideas—exchange with them; exchange business views and methods, and I can think of nothing more helpful to the development of business principles of this country than the meeting of national and state conventions. It is the most advantageous thing we can do to go abroad—over the country, meet men in similar lines of business, who have similar thoughts and purposes.

I can only add one other thing to show my spontaneity and the cordiality of my welcome in behalf of this great city, by quoting some of the words that the mayor of the City of Ogden used in his greeting to the National Irrigation convention. It was in his peroration. He said "Gentlemen we never had a national convention before. We have poured out our hearts. Nothing we have is too good for you. Everything here is yours. We have counted not the cost. Things were not counted before you came and they will not be counted when you go away." (Laughter.) If not in the words, at least in the spirit of that sentiment, we enter sincerely.

Gentlemen, I do most cordially welcome you here and hope you will linger long enough to become acquainted.

The President:—We have with us to respond to the address of welcome. Mr. Geo. F. Stone, secretary of the Chicago Board of Trade, whom I now have the pleasure of introducing to this convention.

Mr. Stone spoke in part as follows:

I was always convinced of the inspiring influences of life in the city of Minneapolis, but I hardly expected so quickly to catch the enthusiasm of the place, and I find that after only a few moments of residence here I have been advanced to a higher plane. Mr. Chairman and gentlemen of the Grain Dealers' Assn. I have the honor to acknowledge with



thanks and feelings of sincere appreciation the royal and hearty welcome extended to this association, by His Excellency, Governor Van Sant, of Minnesota, and also to convey the thanks of this Grain Dealers Asso. for the cordial welcome extended to the association, by the honored representative of the mayor of this municipality. This is the place where the association, Mr. Chairman and gentlemen, has long desired to meet. The fame of this imperial city of Minneapolis has been so attractive to this association that its members proposed years ago to hold one of its annual meetings here. In the language of the poet, I may say: "This is the place we long have sought, and mourned because we found it not."

No man can stand in this great state and this great city, and partake of its benefits, without recalling almost instinctively that great ordinance of 1787, which made possible the progress that has been made in this part of our land.

This immortal document, against which the unscrupulous ambition and the recklessness of party strife surged and beat and beat and surged in vain, was the work of Manasseh Sutler, Nathan Dane and Samuel Holden Parsons, names indelibly inscribed upon the pages of their country's history and who saw with prophetic vision the commercial, agricultural and industrial possibilities of this magnificent Northwest, stretching to the great Valley of the Mississippi and beyond, and to the vast region bordering on the Great Lakes. These industrious and patriotic statesmen, born of a hardy, adventurous and heroic ancestry, labored with patriotic and pious zeal for the rebuilding of a great republic that should rest securely upon and in an industrious, ambitious, law-abiding and God-fearing people. They carried with them the fundamental principles of the Puritan stock from which they sprung; that a truly beneficent citizenship must be founded upon religion, education, a participation in public affairs on the part of every citizen, arms for the common defense and an industry acting under and inspired by free labor, all stimulated by a profound desire to promote general welfare and a determination unflinchingly sustained by a sublime courage, to hand down unimpaired, to posterity, the glorious heritage of the fathers and the countless blessings of a free people.

The expansion, activity and unprecedented development of Minneapolis in all departments of business, her enterprise and ambition in art and science, her instant application of inventions and facilities as a contribution to comfort, elegance, refinement and enjoyment, her honorable competition in all that ministers to her prominence as an intellectual, a social and commercial center, these all clearly reveal her early and constant recognition of that great principle of political economy by virtue of which her renown has been achieved; interstate and international relations. Her attitude upon the very threshold of the door which opens upon vast fields stretching westward, abounding in agricultural and mineral wealth, offering to all an unstinted hospitality, is at once on invitation and an inquiry, ready to share and bestow, also eager to secure advantages which those older and wiser have discovered. Constitutionally reciprocal, she gathers and dispenses, while her symmetrical growth attests the soundness of her policy and the breadth of her views.

Nourished by the varied products of a vast region over the prolific acres of which full streams of immigration must continue to flow for many years to come, with rapidly developing communication both by water and by rail, on either hand, to the producer west, and the consumer east, Minneapolis "stands with length of days in her right hand and in her left hand riches and honor."

Gov. Van Sant: "Gentlemen, I want to thank you for this splendid opportunity to hear one of your patriotic members. I wonder if you are all like him. I want to congratulate you, not only that you are grain dealers, but that you are patriotic American citizens, and if it is possible, I am more patriotic than I ever was before, and if possible, I am prouder of my country than before."

J. W. Snyder announced that he had received a telegram from New Orleans, asking that he champion the cause of

New Orleans for the next annual meeting of the Grand Dealers National Association.

The Chairman: After listening to these able addresses I feel that if my address had been the first on the program I would have felt much better. The president of this association is, unavoidably detained from this meeting and it has devolved upon me to fill the vacancy.

Mr. Grimes' address follows:

## President's Address.

Gentlemen of the Convention:

As your acting president it devolves upon me to have the pleasure of addressing you upon matters pertaining to the welfare of the association. In doing so I shall endeavor to touch upon such points that I hope will be of interest to you all.

This is the seventh annual convention of the Grain Dealers' National Association. The association was organized in Chicago, Nov. 9th 1896, by what might be termed a handful of zealous men, who thought it would be to the interest of the grain dealers of the whole country to get together. They thought that there should be an association of grain dealers that would bring them together so they could discuss matters of vital importance to the trade in general and insure something being done to bring about reforms in the business.

At the time this organization was perfected some of the dealers enjoyed advantages to the detriment of others who were equally as much entitled to them. The association went to work to bring about a mutual agreement with the railroads to do away with arbitrary rates and many other abuses (if you will pardon the use of that particular word) that the grain dealers of this country were subjected to by some of the railroads and at various terminal shipping points.

To say that the association through its different committees has entirely eliminated these troubles would perhaps be saying too much, for there is yet plenty of work to do along that line; but when I say the Grain Dealers' National Association has to a large extent remedied and in many instances entirely changed the manner of doing business among the dealers and railroads, I say to you exactly what could be surely proven to the satisfaction of persons who care to make the investigation.

In the past seven years this association has grown from the small body of men that organized it until today it is one of the largest associations of business men, regardless of the character of the business, that there is, in the United States. We have enrolled among our members the very largest handlers of grain in this country.

It is reasonable to suppose that with such an organization great and lasting benefits would be derived by the association if its affairs are properly managed. In the past such conditions have prevailed and have resulted in great benefits being derived by the members of the association.

The members of the National Association were the originators of the arbitration features and have demonstrated the beauty of it by its practical working. They have decided this year nine important cases in this manner. While the amount of money in connection with same was not large, something like \$1500.00, the decisions were rendered without any cost to the individuals who were benefited, and instead of long litigation which usually follows in similar cases, matters were settled to the entire satisfaction of all persons concerned, and that antagonistic feeling that generally results from legal complications was avoided.

This one feature alone of the Grain Dealers' National Association repays its members who have the misfortune to have occasion to use the committee in adjusting difficulties that may arise—in fact, more than repays them for the expense of being a member.

I might devote my whole address to the benefits that have been derived from the arbitration feature alone, but it would be an injustice to the other committees who have worked equally as hard to bring about the welfare of their fellow dealers.

There has been a continuous war on the evils existing in terminal markets with the view of bringing about better

weights and that too with a success beyond our expectations. We have had foundation for future work, and we hope the results will be accomplished that we are working for. If such is the case, and there is every indication of it, the benefits will be felt by every western dealer.

Our secretary with the assistance of several of the western secretaries has succeeded in securing an amendment to the Kansas City Board of Trade rules, whereby they made an amendment to their re-inspection rules, which was a great and will be a lasting benefit to the western shippers.

It has been a well known fact in the past year that almost every kind of cars have been used to ship our grain, this being the result of the scarcity of cars. That matter has been taken up with the railroads and vigorously prosecuted until today the railroads all over the country have begun to realize that by the use of such poor cars in transit of grain they have worked a hardship upon themselves and in many cases their losses by poor equipment in transporting our grain have amounted to four to five times the amount of freight received by them for carrying it.

With this situation staring them in the face and the urgent appeals by the Grain Dealers' National Association for better car equipment for their members we are even today realizing that they are endeavoring to comply with our requests, for it was clearly shown to the railroad companies by the National Association that their loss was more than the interest on new equipment, to a certain extent.

It will be understood that railroads figure altogether on the interest of the amount of an investment, and when it was shown to them the great losses they were incurring each day by being unable to supply good equipment, but making our members and dealers generally ship in any kind of an old car, it was not hard for them to quickly realize that by paying these claims (which they were compelled to do) they could much easier supply better equipment. The National Association has been working to this end and has been more or less successful. This no doubt can be verified by many of the members that are present.

The National Association proposes as fast as possible to investigate the weighing and inspecting system of every market their members are interested in, and where situations exist that are detrimental to the interest of shippers, the association will endeavor in every way to have such situations remedied to the satisfaction of the shippers.

There is no doubt in my mind that the western grain dealers are particularly interested in the subject of "Public Supervision of Weights" and the Grain Dealers' National Association has taken that matter up. Its officers are working zealously to establish a public supervision of weights in Kansas City, St. Louis, Memphis, Chicago, Minneapolis and Duluth and will use their influence in every way possible to bring about the desired results.

Our secretary has spent considerable time during the past year in investigating terminal methods, railroad yards and terminal elevators and he reports it is not simply necessary to have a supervision of weights in order to secure honesty in the elevator, but should also secure the official record of the condition of the car and car seals on arrival at destination. By securing reports of this character, in an official manner, many claims that are now being brought before the railroads would not be disputed and turned down for lack of information, and the shipper would be the gainer.

Again referring to the bad car equipment, I take from the records of Chief Weighmaster Foss, of Chicago, that nearly one-half of the leaky cars included in his record are the result of dilapidated condition.

It is a pleasure for me to state to you that radical improvements are being made each day in Chicago by the earnest efforts on the part of our secretary in devoting his personal attention and going into the railroad yards and making examinations and then calling attention of the conditions to the proper authorities. He finds, as he informs me, that the terminal yards are largely to blame for a great deal of the loss to shippers as cars are frequently opened for inspection and never sealed or, perhaps, stand for hours before being re-sealed, in which time the thieves get in their work. This is true to a more or less



extent in every terminal market in this country.

I desire very particularly to call the attention of our members to one very important fact and that is, I fear too much is expected from the officers of the association and that not enough interest is taken or work done by the members. Many an item that would be of vast importance to the general trade is lost on account of the members not taking enough interest in the organization to forward the information to the proper officers so that it could be heralded by them to the trade in general.

If each individual member of the association would interest himself enough to report matters he thinks would be of interest to the general trade, to our secretary, he would have a foundation perhaps on which to begin work that would be largely beneficial to the trade in general.

You cannot help but agree with me that the secretary must have the proper ammunition to be of benefit to you all, and while he is continually looking for this ammunition, if he had more assistance (I say more assistance because good work has already been done by a large number of the members) it would be very beneficial.

This association, as I remarked in the beginning of my address, is one of the most powerful bodies, so far as members are concerned that exists in the United States, and it can be equally as powerful in mapping out its own destiny. All that is necessary is to be united in every action that will be beneficial to the trade at large and the same united effort on matters that are a detriment.

We can reach the railroads, we can reach congress, we can reach state legislation. All that is necessary is to have the foundation to work upon and the energy, which we undoubtedly have, to push all matters of importance through to such an end that we will be the gainers.

This large and enthusiastic outpouring of the members of this association here today only demonstrates to me what can be done and I hope what will be done in the future. The benefits derived by the members who are so fortunate to attend these annual meetings, conversing with the delegates, exchanging views and giving information as to the grain situation in the different localities more than repays the members for the expense incurred by being with us.

I speak now from personal views and I believe the views I hold will be agreeable to every gentleman present.

Chairman W. C. Edgar, of the Committee of Arrangements, announced the smoker to be held in the evening at Elks' Hall, and invited all to partake in the trolley ride on Wednesday afternoon. Admission to the smoker and concert, and to the trolley ride will be by coupon ticket, which can be procured at the Association headquarters, 122 West Hotel.

It was announced that committees would meet as follows:

Committee on Trade Rules, in Room 128 West Hotel, at 1 p. m. Arbitration Committee, at 1 p. m., at Room 216, West Hotel. The Executive Committee at the West Hotel at the noon hour.

The president: I will appoint the following to act as Committee on Credentials: Col. C. T. Prouty, Kingfisher, O. T.; W. H. Suffern, Decatur, Ill.; Fred Mayer, Toledo, Col. Prouty declined in favor of E. M. Flickenger, Kingfisher.

The Chairman: The time for adjourning the morning session is now at hand. This afternoon the gavel will fall promptly at 2 o'clock, if there are no more than ten present. We will now stand adjourned until that hour.

### Promenade Concert Tonight.

Instead of Thursday evening, as erroneously stated in yesterday's Journal, the promenade concert will be this Wednesday evening, 8 o'clock, at the Chamber of Commerce, Fourth street and Fourth avenue south.

## Tuesday Afternoon's Session.

Chairman Grimes called the afternoon session to order and appointed the following Committee on Nominations: J. W. Sale, Bluffton, Ind.; M. G. Ewer, Battle Creek, Mich.; L. Cortelyou, Muscotah, Kan.; H. L. Goemann, Chicago; E. A. Grubbs, Greenville, O.; W. O. Brackett, Sherman, Tex.; Col. C. T. Prouty, Kingfisher, O. T.; Charles Englund, Baltimore, Md.; C. A. Burks, Decatur, Ills.; M. McFarlin, Des Moines, Ia.

The Chairman: We will now have the secretary's report. Secy. Stibbens read the following report, and financial statement:

### Secretary's Report.

Mr. President and Members of the National and Affiliated Associations:

I am pleased to present to the members of this organization my second annual report, and desire to inform you the Grain Dealers' National Association is larger and stronger than ever before.

I take it this magnificent body of representative grain merchants have assembled here for the purpose of discussing questions of vital importance to the trade, with a view or finding remedies for any and all abuses.

Few of you stop to consider the importance and magnitude of the business you represent. Has it ever occurred to you that this country alone annually produces two billion bushels of corn, eight hundred million bushels of oats and six hundred and fifty million bushels of wheat, representing an amount of money when figured at 30c for corn, 25c for oats and 60c for wheat, the stupendous sum of one billion, one hundred and ninety million dollars?

If the entire amount of the three cereals raised in the United States were loaded into cars of one thousand bushels capacity, thirty-six feet in length, they would make a continuous train twenty-three thousand five hundred and twenty-two miles in length.

When you take into consideration the capital invested and the necessary amount of brains to conduct successfully a business so great, is it any wonder that we have in this audience people from nearly every state in the union?

**Arbitration.**—This feature of association work has become very popular with the trade and our committee, during the past year has rendered decisions on nine cases, involving a total amount of \$1,200.11, and only one of the parties to any of the cases has refused to abide by the opinions of the arbitration committee.

The work of the committee has met with universal satisfaction and it is believed by the trade, the present committee could not be improved upon.

The committee having given a great deal of thought and time to the cases they have considered, I bespeak for them the thanks of the members for their very efficient work.

**Inspection Departments.**—All inspection departments should be required to re-seal cars of grain after inspection, as oftentimes car doors are left open for a considerable time, thereby exposing the contents to thieves. Furthermore, it would be no hardship upon grain inspectors to furnish a private seal to be used after inspection, as it would be a great protection to all grain inspected.

An arrangement of this kind could, no doubt be brought about through inspection departments, under the jurisdiction of the Boards of Trade and Exchanges in the various markets, but probably would not meet with favor by the different state inspection departments.

**Civil Service for State Inspection Departments.**—A civil service bill was introduced into the Illinois legislature last winter and defeated by the politicians, because they feared they would lose their political patronage and because the say platforms are made for the purpose of getting into office and no one expects they will be fulfilled.

**State Weighing Department at East St. Louis.**—In June, 1902, the Merchants' Exchange of St. Louis undertook to inaugurate a weighing bureau in East St. Louis, and as soon as this was done the state administration of the state of Illi-

nois, presumably for political reasons, at once placed state weighers in public elevators in the city of East St. Louis, something that had never been thought of by the political despots of the great state of Illinois, prior to the existence of the St. Louis Merchants' Weighing Bureau. You will readily understand when state administrations are used for the purpose of polluting weighing and inspection departments, that the time has come for the producers and the grain handlers to rise in their might and destroy with their ballots the political fangs that are gradually but surely sapping the life blood out of a legitimate business.

It behooves every grain dealer to take an active part in legislation pertaining to the grain trade and I am pleased to inform you that two state associations in the past, have entered into legislative matters very successfully and have accomplished the objects sought.

**Police Protection of Terminal Railroad Yards.**—There has been vast improvement in the protection of grain stored in terminal yards in the various markets during the past year, but there is still room for great improvement. Railroads do not seem to realize they lose annually many times more than it would take to pay competent watchmen for the purpose of protecting their yards.

As I understand it, railroads collect freight charges on elevator and team tracks weights, therefore you will understand they lose the revenue on all grain leaking in transit or stolen in terminal yards.

The most arbitrary railroads handling grain for the Western country are the Wiggins Ferry Co., Belt Railroad and East St. Louis Connecting Railway, of St. Louis, and East St. Louis, also the Terminal Railway Association, of St. Louis, doing business on both sides of the river, and said to control the Eads and Merchants bridges at those points. These lines practically refuse to protect any grain handled by them or placed in their yards, besides their method of handling grain delivered to them by other railroads causes great delay and oftentimes they are so long in making deliveries the grain deteriorates so much in quality the owner frequently suffers a loss of several cents per bushel.

Fortunately for the grain trade, the War Department and the Attorney General of the state of Missouri recently commenced suit against the bridge combine at St. Louis, including the Terminal Railway Co., Wiggins Ferry Co. and the St. Louis Terminal Association, for the purpose of annulling their charters, as it is charged they are throttling the commerce of St. Louis.

It is hoped the suits will have the desired effect and compel the combine to handle property entrusted to their care expeditiously.

**Sealing Systems.**—Many railroads now use a duplicate system of yard seals, which afford little or no protection to cars of grain, for the reason that by it, it is impossible to ascertain how many times a car has been resealed and it may be broken open many times during its stay in a yard and still show the same seal number. It is obvious, therefore, that such a system is inadequate and should be abolished and that much good would be accomplished by replacing it with a consecutive number system which would show a new number, and necessarily a new record for each and every re-sealing.

With this in view I have taken the matter up with the various railroads, asking for better seal protection. Some of the roads now have the matter under advisement and I believe that another season will usher out entirely the system of duplicate seals.

**Improved Grain Car Equipment.**—This subject was taken up by Mr. H. A. Foss, Chicago Board of Trade Weighmaster, his assistant, and the National Secretary, in personal interviews, first, with the Master Car Builders' Association, and were informed they had no power to act and they referred us to the American Railway Association, and we were informed they had no jurisdiction, but they advised us to take it up with the General Superintendents' Association, of Chicago, which was done; later writing them submitting all the facts, making a plain statement showing the average



grain car of today, after being in commission a short time is not a safe carrier. I have been advised by the secretary of the General Superintendents' Association, the matter would be taken up at their first general meeting and carefully considered and I would be advised of their decision.

In connection with this subject I would suggest that the president appoint a committee of twelve very influential members. Said committee to include the president and secretary of the National Association, and I further suggest on account of the great assistance rendered us by Board of Trade Weighmaster Foss, that he be made chairman of this committee, whose business it shall be to interview the proper railroad officials for the purpose of securing better car equipment.

**Team Track Weighing of Grain Not Satisfactory.**—Grain consigned to team tracks and weighed on wagon scales proves to be disastrous to the country shipper. For instance, a very large shipper of grain, who has the best of weighing facilities, informs me that elevator weights in Chicago, under the supervision of the Board of Trade Weighing Department, shows shortages of from fifty to two hundred and twenty pounds per car, and grain sent to team tracks from five hundred to six hundred pounds to the car. This demonstrates very clearly that the railroad companies should provide track scales in all team track yards, which would largely overcome the shortages now being incurred; thus the buyer of grain delivered to team tracks, being so located can look after the property he buys, whereas the burden of the shortages now existing is placed upon the country shipper, located a great distance from the various terminal markets. An advantage to the railroads in inaugurating track scales would be that they would receive revenue on the entire contents of the cars, which they do not do under the present system.

**Chicago Board of Trade Supervision of Weights at Team Tracks.**—This question has been taken up with the Chicago Board of Trade, with a view of having their department supervise weights, and it is now under consideration by the directors of the board.

Dockage by state law and custom in the various markets are:

Chicago, 40 pounds per car.  
Baltimore, 50 pounds per car.  
Minneapolis (state law), 30 pounds per car.

Duluth (state law), 30 pounds per car. In addition to the thirty pounds state dockage taken by Minneapolis and Duluth the inspectors dock grain according to the amount of dirt and foreign matter it contains.

Cincinnati: One elevator takes a dockage of fifty pounds per car when handled for transfer and one hundred and fifty pounds when handled for storage purposes or going into bins. Another Cincinnati elevator is accustomed to take a dockage not strictly conforming to the method pursued by the other elevator, but equivalent to about the same thing.

St. Louis, 3 pounds per 1,000 pounds.  
East St. Louis, 3 pounds per 1,000 pounds.

Philadelphia, 50 pounds per 1,000 bushels to guarantee out turn weights. Grain is blown by Philadelphia elevators when so ordered by the inspectors to make grade, and when so ordered three pounds per one thousand pounds is deducted from the ingoing weight. When ordered blown hard, five pounds per one thousand pounds is deducted and when ordered blown extra hard seven pounds per one thousand pounds is deducted. These dockages are made to avoid any charges for blowing by the elevators.

Kansas City, dockage is one hundred pounds per car.

Peoria, fifty pounds to the car, unless car is very small, then no dockage.

I have not been able to learn officially what the dockage is at New Orleans, but from other sources I understand it is four pounds per one thousand pounds.

Toledo has no dockage.

Milwaukee has no dockage.

Memphis, no dockage.

Weighing departments in the various markets are under the following supervision:

Chicago, the Chicago Board of Trade; Kansas City, the Kansas City Board of Trade; St. Louis, practically under the Merchants' Exchange; East St. Louis under St. Louis Merchants Exchange, but a political side issue under the jurisdiction of the state of Illinois is trying to maintain a weighing department and in two instances that I know of, have refused to inspect grain into private elevators unless they were allowed to do

the weighing; Milwaukee, under the Chamber of Commerce; Toledo, under the Produce Exchange; Boston, under the jurisdiction of the City of Boston; Cincinnati, public weighers appointed by the Chamber of Commerce; New York, under the supervision of the Produce Exchange; Buffalo, Chamber of Commerce; Minneapolis, State of Minnesota; Duluth, State of Minnesota; Indianapolis has no public supervision; Baltimore, the official weighing of grain is done by a separate organized department of the Chamber of Commerce, provided under the rules and is under the control of the "Bureau of Inspection and Weighing."

Peoria.—Grain going into elevators is weighed by weighmasters appointed by the elevator proprietors after being examined and instructed by the committee on weights and measures and are under the supervision of the committee. When going to the distilleries and mills, weighed by their weighmasters whose appointments have been confirmed by the committee, and who are sworn to justly do their duty as weighmasters.

New Orleans, I am advised, has no official weighing department and the weighing is done by the elevators and warehouse companies, who furnish weight certificates of their own. These certificates are signed by the chief weigher of each company and do not show any remarks regarding leaky or bad order of cars on their arrival.

Memphis has four public warehouses and the weighing is under the jurisdiction of the Merchants Exchange. The other elevators in Memphis, as I understand it, are not under the supervision of this department. All the elevators and mills in Memphis are equipped with large hopper scales, and the weighing at the various warehouses is done on small platform scales set in the floor.

Reports on leaky cars received in the various markets from Jan. 1st, 1903, to July 1st, 1903.

St. Louis, out of a total number of 6,929 cars received cmf cmfcmfwyccmfmb Kansas City, 22,409 cars received, 2,027 leaking; Chicago, 94,600 cars received, 11,402 leaking; Minneapolis, 64,137 cars received, 3,234 leaking; Toledo, 10,000 cars received, 395 leaking; Indianapolis, 5,679 cars received, 25 leaking; Duluth, 14,836 cars received, 5,486 leaking; New York, 23,697 cars received, no record of leaky cars; Baltimore, 15,678 cars received, 66 leaking; Milwaukee, 14,801 cars received, 3,391 leaking.

The number of cars received at five of the principal markets show an average leakage of 19 per cent.

**Southern Trade.**—At the Peoria convention last year, a meeting of southern shippers was held for the purpose of devising ways and means to help the southern trade. It was thought best that a southern division of the National Association, with its members drawn from the south and southwest, be formed, and in December, 1902, the secretary of the National Association corresponded freely with the chairman of the committee appointed at Peoria and the members of his committee, to bring about this division of the association.

The question was extensively taken up with the entire trade of the south, at intervals of 15 days each, but none of our efforts were successful in even securing an expression from the southern dealers as to their views in the matter, and the idea had to be abandoned, as it was clearly demonstrated the south did not care for organization.

**Secretaries' Meetings.**—In February last several of the western state secretaries and the National Secretary held a meeting in Kansas City, and appeared before the board of directors of the Kansas City Board of Trade, urging them to amend their re-inspection rule, which was done at an election a few days later, but unfortunately, on account of the peculiar wording of the amendment adopted, it has given but little relief and a very large portion of the grain sold in that market is under the old rule and unless the words "unless otherwise agreed" is cut out of the new rule it will never amount to anything.

In August of this year the secretaries of Illinois, Iowa, Kansas and the National Secretary, met in St. Louis, and made a very thorough investigation of the weighing system in that market and while there, held a meeting with the weighing committee and quite a number of the receivers and pointed out to them, what was necessary to be done to improve the department and we were assured by the weighing committee they would take vigorous steps to bring about the needed changes and I am pleased to report that on Sept. 14th the board of directors of the Merchants Exchange

adopted the following new rules regarding the supervision of weights.

"All grain and hay received in St. Louis or East St. Louis or places contiguous thereto, on account of members of the Merchants Exchange, or consigned for sale to this market, must be weighed under the supervision of the department of weights of the Merchants Exchange, through some elevator, warehouse or track or wagon scales under their supervision.

"The same rule to apply on all grain and hay shipped from this market. The fees to be charged and collected for this service shall be the fees fixed by the weighing committee and approved by the board of directors from time to time."

Also:

"On the 22nd of September the board of directors approved of the schedule of charges fixed by the weighing committee for the supervision of the weighing of grain and hay and other commodities to take effect October 1st."

I am glad to state these rules resulted from the secretaries' meeting.

During the past year the Grain Dealers' Union of South Western Iowa and Northwestern Missouri, extended that organization further south in the state of Missouri, securing 60 new members.

In April a state association was organized in Wisconsin; the state of Michigan was organized in June, and North Dakota in July and all of the new associations have affiliated with the National. The state associations affiliated are:

|                          |     |
|--------------------------|-----|
| Ohio                     | 320 |
| Indiana                  | 295 |
| Illinois                 | 162 |
| Iowa Gr. Dealers' Ass'n. | 400 |
| Grain Dealers' Union     | 160 |
| Kansas                   | 263 |
| Texas                    | 144 |
| So. Minn & So. Dakota    | 163 |
| Okla. & Indian Ter.      | 150 |
| Michigan                 | 51  |
| Wisconsin                |     |
| North Dakota             |     |

Total affiliated members.....

The membership among the Brokers and Receivers in the various markets is making a total individual membership of..... New members secured during the year..... Transferred members from state Association, 5. Total..... Suspensions 1; withdrawals 10. Net gain for the year.....

**Finances.**—This organization in the past has been handicapped for the lack of funds in the way of carrying on the work of reform into all the terminal markets, but with the membership it has at this time, it is now in position to carry on aggressive work from this time forward.

**Change of Time for Holding the Annual Meetings.**—It has been suggested by a large number of our members that the time of holding our convention be changed to the last 10 days of June; they argue that October is a busy time for receivers and country grain dealers, but on the other hand they claim the latter part of June is a dull time in the grain business, and consequently a much larger attendance could be secured by changing the date.

I trust the past year's work of the organization will be satisfactory to its members.

**RECEIPTS—**

|   |           |
|---|-----------|
| Balance on hand Oct. 1, 1902.           | \$ 439.12 |
| Rebate on mileage book.                 | 10.00     |
| Deposit returned for joint Agt., Peoria | 17.00     |
| Donation                                | 10.00     |
| From arbitration account.               | 105.00    |
| Dues collected                          | 4,200.38  |
| Membership fees                         | 770.00    |

Total.....\$5,551.50

**DISBURSEMENTS—**

|   |           |
|---|-----------|
| Postage                                 | \$ 315.00 |
| Office supplies                         | 45.25     |
| Salary stenographer and extra help      | 615.68    |
| Office expense                          | 104.26    |
| Telegrams                               | 31.76     |
| Rent and janitor                        | 170.00    |
| Printing and stationery                 | 340.23    |
| Secretary's hotel and traveling expense | 378.55    |
| President's expense                     | 26.43     |
| Visitors' entertainment                 | 42.95     |
| Office furniture                        | 17.50     |
| Secretary's bond                        | 10.00     |
| Exchange on checks                      | .80       |
| Secretary's salary                      | 2,500.00  |
| Express charges                         | 25.80     |

Total.....\$4,624.21  
Cash on hand.....927.29

Total.....\$5,551.50



Upon motion the Secretary's financial statement was referred to the Auditing Committee.

J. W. Sale: I have in my hand credentials for the delegates representing the National Hay Association: Charles England, Baltimore; Geo. S. Bridge, Chicago; H. P. Pillsbury, Baltimore; P. E. Goodrich, Winchester, Ind., and J. W. Sale, Bluffton, Ind. Mr. England, our chairman, being obliged to stay away on account of having contracted a severe cold, asked me to present a matter in behalf of the delegates. For several years past the National Hay Association has felt the need of a cipher code to meet the needs of the members of that association, and in 1900 a committee was appointed for the purpose of formulating a code. This was done and the code adopted by the association. As the hay and grain interests are so closely allied with each other the code was made to meet the needs of both trades. Five hundred members of the hay trade have already adopted the use of this code and this delegation requests that this association consider the advisability of adopting it.

The chairman: The committee will be appointed tomorrow.

Chairman Grimes: We have with us a gentleman who is known to all of you. He is going to give us a talk on statistics. There is no man, I presume, in this country, who could handle this subject better than the gentleman I will introduce to you. I am sure his talk will be interesting. I refer to Mr. C. B. Murray, of Cincinnati.

Mr. Murray read an interesting and exhaustive treatise on agricultural statistics.

The Chairman: Mr. T. M. Knappen, of Minneapolis will read a paper on reciprocity with Canada.

Mr. Knappen read the following lengthy paper:

#### *Reciprocity with Canada.*

Americans may differ among themselves as to the value of the protective tariff that confronts the goods of other nations at our frontiers, but there is and can be no difference of opinion among them as to the value of free trade within the United States.

With a wisdom which is surprising in view of the prevalence of internal tariffs in so many other nations in their time, our revolutionary forefathers, when they came to frame the great constitution, which has been the strength and glory of the American people, decreed that commerce should be absolutely free within the states. "No tax or duty," says the constitution in one place, "shall be laid on articles exported from any state. No preference shall be given by any regulation of commerce or revenue to the ports of one state over those of another." And again: "No state shall, without the consent of congress, lay any imposts or duties on imports or exports except what may be absolutely necessary for executing its inspection laws." So greatly do we appreciate and value that magnificent freedom of trade which permits commerce to freely go on over a region 3,000 miles long and 2,000 miles wide, that it is a great question whether we owe our unparalleled growth and prosperity more to it or to the protective tariff—even with those who believe most strongly in the latter. We all know that if every state imposed tariffs at its boundaries, there could be nothing like the great wealth that has been amassed within this country and nothing like that wonderful internal commerce which dwarfs not only our foreign commerce but the foreign commerce of the whole world.

Wealth does not consist only in making things. It consists in using them, and without free intercourse between all parts of this republic, there would never have arisen that admirable and complete transportation system, which contributes so much to wealth by easily bringing the consumer and the product together.

The history of all countries which have

had internal tariffs shows that they are a great draw-back to commerce. The German Federation was hardly a modern nation until the Zollverein, and the most backward modern nation in Europe today is Austria which is still laboring under the burden of internal tariffs. Medieval Russia is in practically the same situation, because her lack of transportation facilities checks the development of commerce.

To the American mind American rule and free trade under it are inseparable. Public opinion would not tolerate the small tariff which congress imposed on exports to, and imports from Porto Rico, and so strong is the tendency toward free trade under the flag, that it is only a question of a comparatively short time until congress will be compelled to grant free trade with the Philippines. Our nation is so large in territory that most of our citizens do not realize that we have any tariffs that interfere with free trade. When they come to the Mexican or Canadian frontiers, they find it exasperating to be stopped by tariff barriers raised where nature has raised none. At the sea coasts it is different. There, nature, herself, has created obstacles, and the added artificial barrier of the tariff does not seem inappropriate, but on the North and South, the same continent stretches away in countless leagues, utterly unmindful of man's imaginary lines. Especially unnatural to Americans seems the tariff line that divides us from our Canadian neighbors. They are so like us that a person set down blind-folded in many Canadian towns would not know that he was without the United States. They speak the same language, are of about the same descent, and have the same customs and modes of life. Their wants are the same as ours and they inhabit a country whose climate does not vary greatly from that of the Northern states. Some of the strongest high protectionists agree that there is no need of a protective tariff against Canada, and many of them freely assert that trade between the two countries ought not even to be hampered by a tariff for revenue.

The theory of protection is that it is wise for a country to develop within itself as many industries as possible and to promote a high standard of life by protecting itself against the competition of a lower standard in other countries. The chief purpose of the protective tariff as applied in the United States has been to protect our manufacturers and their workmen against the competition in the domestic market of the products of the cheap capital and cheap labor of Europe.

As we have for a long time been the world's greatest agricultural nation and have been exporters rather than importers of all such agricultural products as it is possible to produce profitably in our climate, our agriculture has not needed protection though some has nominally been accorded to it. Canada is not a great manufacturing country and there is no great difference between the standard of living there and here. The American manufacturers do not dread Canadian competition, even with free trade. Canada is essentially an agricultural nation, or rather, a nation of natural products instead of manufactures. The great bulk of her exports are and indefinitely will be products of the earth. Her markets for those natural products of which we also have a large surplus, must in the nature of things be found in Europe rather than America. The population of the world is growing so rapidly that it is pressing hard on the food supply, and the densely populated manufacturing nations of Europe will have to draw more and more on the farmers of America for the food supplies of their workers. So that even if the American agriculturists had reason to fear Canadian competition, if the tariffs were removed, it would not be offered to any great extent, because the hungry mouths of Europe must be fed from the United States and Canada, and the task of supplying the home markets for agricultural products will necessarily be left largely to the producers of each country.

Free, or freer trade in natural products, will be a matter of mutual convenience and benefit rather than of trade invasion of each country by the products of the other. The trade between Canada and the United States closely resembles that between states. It is an interchange of goods to suit the convenience of location rather than the exchange of products separately characteristic of the two countries—which is the true type of international trade. In

18 classes of identical goods we sold to Canada last year \$97,000,000 worth, and bought from her \$40,000,000 worth. The irresistible tendency of neighbor to trade with neighbor on this continent overrides hostile tariffs. The two nations are not so placed geographically as to be naturally separate commercial organizations. When you raise a tariff at the Canadian boundary you undertake to impede precisely the same sort of mutually beneficial trade that goes on between our neighboring states. The problem of trade relations with Canada is entirely different from that of such relations with any other country. It is important to remember this. It explains the demand for reciprocity in the northern tier of states, with hampered trade on one side.

If Canada were to continue what it has been so long—an obscure dependency of the British empire, a mere ribbon of occupied land, sparsely settled, poor, and with a trade but slightly developed, there would be no cause for us to concern ourselves greatly over trade relations with it; but within a few years Canada has awakened to a new life and it has entered upon an era of growth in population and increase in wealth which presages somewhat such an expansion as the United States has enjoyed for the last hundred years. Within seven years the foreign trade of Canada has increased from \$220,000,000 to \$448,000,000 annually. All Canadians and we, ourselves, now understand that Canada is no barely inhabitable arctic region, from whose barren soil a handful of people extract with hard toil a bare sustenance.

"Some of us have known," said Mr. John Charlton, a Canadian member of parliament and a strong believer in reciprocity between the United States and Canada, "that we possess these vast resources. None of us have known how vast they were. None of us know yet. You can go from Winnipeg west to the Rocky Mountains and you will pass most of the distance through a magnificent prairie country, all of which can be and is being made fertile land. Just consider that north of you lies the valley of the Saskatchewan, a river one thousand miles long, with a valley averaging 200 miles wide, then you can realize that north of the Saskatchewan is the valley of the Athabasca, a river flowing north and belonging to the great Mackenzie system. Think of such a valley as the Peace river entering into Lake Athabasca, a sea of water about like Lake Erie, a river that has 900 miles of navigable water and the best land in Canada, and the best climate for wheat in Canada. You can start from the boundary line and travel as the crow flies, 700 miles, and you are passing through the wheat belt, the entire distance, and then there are minerals, iron, coal, petroleum, gold and silver. Even in Labrador nature has compensated us for the sterility of its climate by giving us 30,000 square miles of iron ore, enough to supply the furnaces of the United States for about 300 years. If you want to share in the handling of three or four hundred million bushels of wheat, if you want to share in that business, of course, put on custom house duties, and all these arrangements to make it a dead sure thing that they will go down the St. Lawrence river. Get out of this miserable rut you have been traveling in and step in with us and help us share the land, develop the land, and reap with us the benefits that will accrue from the settlement of that country and the development of its resources."

Let us look a little into what we may enjoy if we will follow Mr. Charlton's advice to get out "of this miserable rut."

In the last five years Canada has enjoyed wonderful prosperity and has witnessed an amazing development of her resources. From Quebec to British Columbia there has been an enthusiastic rush to utilize Canada's gifts from nature. Capital has poured in, immigration has surged in, and from one end of Canada to the other there has appeared a firm belief that the country is naturally one of the richest. The influx of capital may have been more noticeable in eastern than in western Canada, but the immigration is more in evidence in the latter. Although Manitoba was settled by Lord Selkirk's colony of Scotchmen as long ago as 1812, it had in 1891, five years after the completion of the Canadian Pacific Railway, only 152,000 people. Ten years later this number had grown to 255,000—not a very rapid growth for a new country with a fertile soil—and most of it coming in the last five years of the decade. Since 1901 it is estimated that the population of the province has increased to 350,000. In



other words, it has today almost as many people as North Dakota. The three territories or districts now inhabited by an agricultural population—Assiniboia, which lies just west of Manitoba, Saskatchewan, which lies northwest, and Alberta which lies west of the other two—had in 1891, 32,168 people; in 1901, 158,941; and in 1903, by estimate, about 255,000. Thus the entire Canadian west, not including British Columbia, has today about 600,000 people, where ten years ago it had only 135,000. At the present time this population is growing at the rate of about 100,000 a year from immigration alone. And the remarkable thing about it to the American who has got used to immigrants, but knows little of emigrants, is that about half of the human tide is made up of American citizens, the rest being eastern Canadians, British and continental Europeans. In 1896 just 546 Americans went into Western Canada. Last year there was record of 37,000 of them, and doubtless some thousands escaped the count. This year there will be 50,000. An attempt has been made to show that a large part of these emigrants are returning Canadians. As a matter of fact, they are scarcely a fortieth part of the army. Many of them, it is true, are Europeans by birth, but a large part of them are good, old American stock. They are going into the new country because they conceive that the frontier has vanished in the United States and that there are no longer such opportunities to get fertile land cheap here as in Canada. They go, not to become Canadians, but to better their condition, and I know that many of them hope to live to see the day when they will be back in the republic without moving. They are settling all over the great plains and prairies that stretch from Lake of the Woods to the Rocky Mountains, and from our side of the boundary as far north as the 55th parallel, and in places farther. In some settlements it is impossible to find a single native Canadian. Most of these moving Americans come from Michigan, Minnesota, Wisconsin, North Dakota, Nebraska and Iowa. They have pioneered it in this country, and they know precisely what to do in their new homes. They know good land and bad land when they see it. They know how to adapt themselves to the climate. No country ever got a better class of immigrants than they.

They are not the kind of people to settle in a country that is not well adapted to agriculture. They know that wheat does not stop maturing at the 49th parallel. In 1902 the farmers of Western Canada raised on 2,600,000 acres of land, 68,000,000 bushels of wheat, which is an average of more than 25 bushels to the acre, and you know what that means. Of all grains, Manitoba raised in 1902, more than 100,000,000 bushels, and the territories more than 26,000,000 bushels. The grain was worth \$60,000,000; dairy and cattle products were worth \$2,000,000, besides large crops of hay, potatoes and roots. And all this was gathered by 41,000 farmers, meaning a cash income of about \$1,500 for every farmer's family. Western wheat authorities concede that the primacy in wheat raising will ere long pass from the United States to Canada. In a recently published book, Mr. W. C. Edgar, editor of the Northwestern Miller, says that there is warrant for believing that the great wheat fields of tomorrow will lie in Manitoba and the Northwest territories, and that thus once again, "nature has postponed indefinitely the evil day when man will be able to see the limit to the growth of wheat."

Already 3,000,000 acres of land in Western Canada are producing one-third as much wheat as 12,000,000 acres in Minnesota and the Dakotas. And there are at least 75,000,000 acres of good arable land in the 360,000,000 square miles of Manitoba, Assiniboia, Alberta, and Saskatchewan, to say nothing of the fat lands of far Athabasca. Within five years as much hard wheat will be raised in Canada as in the United States. These lands are being opened up. The Canadian Pacific is building branches. The Canadian Northern, which aspires to be a transcontinental, has penetrated into Saskatchewan more than eight hundred miles from its port on Lake Superior, and ramifies through Manitoba. The Grand Trunk Pacific has surveyors in the field working on a new transcontinental from Moncton, New Brunswick to Port Simpson on the Pacific, a distance of more than 3,300 miles. And it is predicted that this line, partly owned and partly backed by the government, will be built within seven

years. Another line is proposed from the North Dakota boundary to Fort Churchill, on Hudson Bay, another from the latter place to Dawson in the Klondike. A railroad to Fort Churchill will, if navigation through Hudson's straits is commercially possible, bring the great wheat fields of the Canadian Northwest a thousand miles nearer to Liverpool than they are at present.

Almost a thousand miles North of the boundary in the valley of the Peace river, wheat, barley and oats are already grown in large quantities and a hundred-barrel roller mill, the farthest North on the continent, has been erected at Vermilion. Mr. Dawson, of the Canadian Geological survey, estimates that the Peace river country alone, contains more than fifteen million acres of excellent land. At the very lowest estimate there are 90,000,000 acres of good wheat land in western Canada. Put it all into wheat and it would raise as much wheat as the whole world now produces.

Is it any wonder that western Canadian land is in great demand? Last year the land department of the Canadian Pacific railway sold more than 2,419,000 acres of land, and the total sales by other corporations and individuals were more, while homesteaders took 3,520,000 acres in 33,000 claims. It is estimated that Americans already own 10,000,000 acres in Western Canada. Practically all of the great land companies that have handled the population movement are American. I will not stop to tell you how in Eastern Canada American money is going into hundreds of enterprises, from nickel mining to water powers and banks. It is enough to say that it is going on a big scale. A combination of natural resources, abundant capital and an energetic population is bound to produce wealth, and wealth makes markets.

Are we Americans going to share as much as we should in this development of our own continent by our own people and money?

Reciprocity between the two countries seems to be the only way in which we can follow Mr. Charlton's advice, and "get out of this miserable rut" of unfairness to which he refers and enter with the Canadians into the enjoyment of their almost virgin country. Reciprocity in connection with tariffs means simply a trade in tariffs, the bargaining nations reducing their tariffs to encourage trade between them. Complete reciprocity would mean free trade. Unquestionably that is as desirable between the United States and Canada as it is between the states, but for obvious reasons, it is at present impossible. Customs duties collected on American goods entering Canada constitute a very large and essential part of the revenue of the Dominion government. Besides Americans are too well schooled in the doctrine of protection to be prepared as yet for absolute free trade with another country. Then, too, the protectionist idea is gaining a strong foothold in Canada, so that it is impossible to secure now anything like such a degree of reciprocity as was possible a few years ago.

But, notwithstanding high tariffs on both sides of the line, the Canadians have to buy many articles of commerce from us and we have to buy many from them. Last year we took \$55,000,000 worth of their products, and they took \$123,500,000 of ours. In point of total volume of goods purchased, the Canadians are our third best customers, ranking after the United Kingdom and Germany, and ahead of France and Holland, and in point of per capita consumption of our goods they are our best customers. Every man, woman, and child in Canada represents an annual purchase of \$20 worth of American goods, as compared with \$13 for the United Kingdom, \$4 for Germany and \$2 for France.

The Canadians buy more from us than any other nation of agricultural implements, horses, books, maps, and other printed matter; clocks and watches, coal and coke, cotton wearing apparel and cotton mill waste, hides and skins, iron and steel and manufactures of refined sugar. They are our second best customers for ship builders' hardware, saws and tools, heavy machinery, paper and its manufactures, hams, pork products, timber and unmanufactured wood, lumber and furniture, and they are our third best customers among the nations for cattle, hogs, bicycles, fruits and nuts, furs and fur skins, hops, electrical appliances, cured beef, butter and seeds. One item of our export trade to Canada may be taken as typical of the great growth of the whole. Twenty years ago we exported to Canada only about \$150,000 worth of agricultural implements. Last year

we exported about \$5,000,000 worth. This Canadian-American trade is now so good and is growing so rapidly—at the rate of from ten to fifteen millions a year in exports alone—that the remark is quite often made, that we are doing very well without reciprocity. So we are, but this trade could have reached larger proportions already, if it had not been for the excessively high tariffs, and if we do not take steps to encourage it, it will not only cease to increase, but will begin to decrease. If for no other reason, reciprocity is worth while to save what we have. A very strong high-protectionist party is growing up in Canada, and only two weeks ago the Canadian manufacturers' association demanded a revision of the Canadian tariff with a view to doubling the duty on imports of our manufactures. Moreover the bait of preferential trade held out by the British imperialist has proved very alluring to Canada.

With all due allowance for conditions and sentiment at the present time in both countries it is still possible to find ample material for the beginning of a very satisfactory reciprocity.

Why can we not have free trade in fish, coal, lumber, and timber, the products of the soil and the products of the mine?

With our forests doomed to destruction within 35 years, what earthly reason is there that will appeal to the interests of eighty million people to keep beyond a barrier of a tax of \$2 a thousand the lumber of Canada? It is estimated that the forests of Canada, reaching from ocean to ocean, can supply the world for 300 years to come. It is only a very short time until our building operations and our manufactures requiring timber and lumber will have to draw heavily on the Canadian forests. Already we import \$12,000,000 worth of wood and lumber from Canada and put a heavy and unnecessary tax on it. Our government does not need the revenue, and our lumber manufacturers do not require the protection. The tariff on lumber is a premium to our lumber manufacturers to destroy our forests even faster than at present. Lumber is the great building material of the American people. It has provided us millions of cheap homes. Now that our own supply will soon be exhausted, we shall be in great need of Canadian lumber, and the Canadians will be able to find here a better and more satisfactory market than any other place in the world. Why should we not have free trade in lumber? It would be a great boon to our Western farmers. On the side of the producers it would be a benefit to Canadians rather than to American lumber manufacturers, but there are places along the frontier of 3,500 miles where American lumbermen would have a market in Canada if it were not for the tariff. Besides, free lumber would involve the abolition of the Canadian export duties on logs and our lumbermen would be free to use Canadian logs, the product of which could be sold both in Canada and the United States. Free lumber would not disastrously affect our lumbermen. They are nearer the market and there is room in it for both the American and the Canadian. We have taken special care of the American lumberman long enough, the time has come for us to think of the American consumer, of the millions of farmers who have for these many years contributed to the lumberman's coffers.

As for coal, its free exchange is a matter of necessity and benefit clear across the continent. In places the American coal fields are nearer the Canadian markets and in others the Canadian coal fields are nearer the American markets. What harm can come from leaving the coal from both countries free to seek its natural markets? New England needs the coal of Nova Scotia; Ontario needs the coal of West Virginia and Pennsylvania, and has to take it regardless of a tariff of 53 cents a ton. Even as far west as Manitoba, Pennsylvania bituminous as well as anthracite coal is the chief fuel supply of the Canadian consumer. Further west, Montana needs the coal of Alberta, and on the Pacific coast, California has need of the superior coal of British Columbia. At present, under an act passed by the last congress, the duty on coal is rebated. The result has been a trebling of the imports of coal from Canada, but as there was no certainty of a continuation of the rebate, Canada has not responded and still taxes American coal.

Canadian wheat is demanded by the millers grinding Northern spring wheat, and by the grain trade. Fear is expressed in some quarters that with the present tendency of our northwestern



farmers to get out of wheat raising and into more profitable forms of agriculture for high priced lands, there may be a shortage in the supply of hard wheat for the mills. If that condition should ever come to pass, our millers, if they could not get Canadian wheat free of duty, would be obliged to move their export mills across the boundary. At present there is a duty of 25 cents a bushel on wheat, which absolutely excludes it, except some that has been brought in under bond. At the best, there will come years when our millers will find free Canadian wheat very handy.

The American grain trade is one of the most respectable of our forms of commerce, and its future prosperity, at least for that portion of it near the Canadian boundary, depends very largely upon whether the grain of that country is to be opened to it or whether it shall continue to be shut out of all except that part of the Canadian grain trade which it may be able to handle in bond. Last year western Canada exported about 30,000,000 bushels of wheat and the time is not far distant when it will have a hundred million bushels to sell. With the mill demand continually tending to reduce the hard wheat available for export, the privilege of handling this immense volume of Canadian wheat, would be greatly appreciated by our grain men, who are making the most they can of present conditions and are building scores of elevators in western Canada.

There is no prospect either that free Canadian wheat would injure the American farmer. Both countries are exporters of wheat. Last year we exported over 200,000,000 bushels of soft and hard wheat in the kernel and in flour. Our surplus alone was nearly three times as large as the entire spring and winter wheat crop of Canada. Is it not absurd to think that with such an immense surplus our farmers can be in the slightest degree injured by a few million bushels of wheat entering this country to suit the convenience of our millers and to be handled by our grain trade? It is a truism to say that as a general proposition the price of wheat is made in Liverpool. Liverpool is the great market for the surplus wheat of the world, and, it is the price of the surplus that determines the price of the whole. Canada will soon be the only serious rival of the United States in supplying the wheat bread eating countries with wheat they cannot produce themselves. If the entire surplus of both countries was in substantially the same hands, as it would be if there were no tariff on wheat, the two countries would be in far better shape than now to control the market to their own benefit.

At the present time Canadian and American wheat crops are largely financed and transported through different channels. The result is that they compete with each other en masse in Liverpool, thus tending to lower the price of both crops. Thus it appears that instead of free trade in wheat being an injury to the American farmer, it would be a positive benefit to him, as well as to the Canadian farmer. The tariff which the farmer has been taught to believe is a protection to him, is really an injury. The ability of the American cotton trade to control the price of cotton within certain limits is an illustration of the possibility of the future if the surplus wheat of both United States and Canada shall, through the repeal of the American tariff on wheat, be handled by the same agencies. Then, too, our farmers must keep in mind the possibilities of preferential trade between Canada and the United Kingdom. The Chamberlain program is said to involve a discrimination of six cents a bushel against American wheat, and in favor of Canadian. Dependent as we are on the British market for the consumption of about half our wheat surplus, such a discrimination would be ruinous to our farmers. We should escape the possibility by making our trade with Canada first.

As for fish, Canada has some of the best fisheries in the world, the larger part of these being scarcely touched, and our large manufacturing and urban populations have great need of cheap fish in these days of high priced meats.

From the free interchange of natural products, Canada, which is a country of sparse population and large per capita natural production, would profit more than we, but in addition to reciprocity in natural markets it will probably be possible to modify to some extent the Canadian tariff on our manufactured products, which are in such great demand in that country. Perhaps the products of our

factories could be put into Canada on the same basis as those of English factories at the present time, that is, with one-third of the duty off. Of course we would have to give the Canadian manufacturer the same chance in our markets, but I have yet to meet the American manufacturer who is not willing to take his chances with the Canadian, either in their country or ours.

Our true policy should have been from the earliest time to make Canada commercially a part of the United States. We had the opportunity but we did not utilize it.

A start in the right direction was made in 1854, when a reciprocity treaty providing for free trade in natural products was arranged between the United States and Canada. This treaty was in effect for eleven years, and resulted in an immense increase in trade between the two countries and caused the Canadian farmer to look to the United States rather than to Great Britain for his markets. Our exports to Canada grew from \$12,000,000 in 1853, to \$24,000,000 in 1854, and our imports from \$6,000,000 to \$9,000,000 in 1854.

During the whole period of the life of the treaty the balance of trade in our favor was nearly \$40,000,000. Canadians were greatly opposed to the abrogation of the treaty, but following the civil war, the attitude of the United States was not very friendly to anything British, and there was a more or less well defined feeling that the exclusion of Canada from our markets would drive her to seek entry through annexation.

In 1871 an attempt was made to renew reciprocity, in wood, coal, steel and lumber, and in 1874 the so-called Brown Draft Treaty was negotiated. It contained three schedules and it was agreed that the duty on articles therein named, being the natural products or manufactures of the two countries, should pay a duty of two-thirds of the prevailing rate during the first year of the treaty, one-third the second year, and that 21 years thereafter all of the articles named were to be admitted free of duty into each country. Among the articles included were agricultural implements, forty different articles of farm machinery being included and a long list of other manufactured articles. What a boon it would have been if this treaty had been ratified and were in effect today! How many times greater would be the trade of our manufacturers with Canada! Ever since the failure of the Brown Draft treaty the Canadians have been very anxious for reciprocity, and we have been more or less indifferent until these last two or three years, when the attitude of the two countries has been reversed, so far as public opinion goes, although our government seems to be as indifferent as ever. The growth of an independent feeling in Canada, with the disappearance of the pro-American party altogether, ought to convince us that our policy of establishing friendship by injury is a failure.

In 1898 the joint high commission was appointed to deal with the commercial relations between the United States and Canada and to settle other international questions. The Commission struck upon the rock of the Alaskan boundary, Canada refusing to proceed further in any direction. Since then, as you know, the boundary dispute has been referred to a special commission which is now in session in London. It is likely that the joint high commission will soon meet again and take up the discussion of the reciprocity treaty.

The commission is not likely greatly to alter trade relations between the two countries, as they should be altered, unless it is convinced that the American public opinion demands such an alteration. There is no question in my mind but that it does, but reciprocity has been so long deferred that it is hard to get an emphatic expression of opinion. To that end we need effective organization everywhere of all the interests that will profit by reciprocity with Canada. It is impossible to imagine any effort to extend markets in which special interests of certain classes so completely coincide with the general interests of the country. There is not the slightest reason to doubt that every improvement in trade relations between the United States and Canada will have a potent influence for friendliness between the two nations and that freedom of intercourse which will be so beneficial to both, materially and socially.

The work of organization is already started in Wisconsin, Illinois and Indi-

ana, and strong organizations exist in New England and Minnesota. We are trying to get organizations in all the other states likely to be especially interested, and you gentlemen should assist us. The final triumph of the movement for national irrigation is due almost entirely to a remarkably efficient organization. The mere existence of favorable public opinion does not always result in the desired legislation, as witness the failure of congress to ratify the treaty of reciprocity with Cuba, although public opinion is almost universally in favor of it. To become effective with congress and more particularly with the senate, public opinion needs the co-operation of potent personal pressure. This can only be brought to bear when a good cause is supported by a powerful organization.

All things considered, I regard reciprocity with Canada as the most important subject of foreign relations now before the American people for discussion. Its importance lies not so much in the actual status of things as in the effect it will have on the future. A beginning in the right direction now will in all human probability, work toward freer and freer trade and the growth of friendship and prosperity between this republic and the dependency to the north, whose development has just begun. The continuation of the present policy of tariff exclusion will mean increasing friction between the two countries, further high tariff legislation and a future of increasing bitterness and decreasing trade.

Chairman: Of all the subjects, gentlemen, that will likely come before this convention, the subject referred to by Mr. Knappen is one that will equal if not exceed in importance anything. I would like very much, indeed, to have some discussion on this.

Mr. McCaull: As the program of this meeting was very full, I thought there was very little time for side talks, and I very reluctantly consented to speak a few minutes on this particular question. Its importance appeals to us of the Northwest more forcibly than to any other class in the United States. It is said that this repeal of the duty on Canadian grain will be of benefit to Minneapolis and to Minneapolis institutions. It will be a benefit, probably to Chicago and Boston and some other grain handling institutions, but it will also be a benefit to the grain trade at large.

I wish to say to you, gentlemen, that at the proper time in this convention, there will be introduced a resolution which, I hope, will meet with a unanimous vote in favor of reciprocity with Canada, and it is with this end in view that I wish to say a few words to try, if possible, to remove from you a feeling that this subject on the part of this convention would be sectional in its effects.

The milling interests of the Northwest are the greatest in the world, and it has been demonstrated that by bringing the best hard wheat of the North and the best soft wheat of the South together and blending them, produces the best flour. If, today, we could bring the soft wheats of the Southwest and the hard wheats of Canada here and blend them, our wheats would be all advanced, not of the Northwest or of the South alone, but all other, from five to ten cents a bushel; particularly so this year, when we have so much wet wheat in the Northwest. Now, gentlemen, if advancing wheat of the country five cents a bushel is sectional, why then, we plead guilty. It certainly does not require the exercise of much logic to convince the convention that this benefit will not be sectional in any respect. If you take up any movement of any importance, it is an easy matter to spring the same old story of sectionalism, or that it is sectional in its benefits. We are perfectly willing to unite with you in a protective tariff that helps the Eastern manufacturer, I stand as a Republican. We of the Northwest cannot see the United States get too large or too prosperous. We will work with you to help you build the Nicaraguan or Panama canal so that you of the Southwest can get to Europe easier, because that will help everything. We will help you on with your irrigation schemes in favor of the West; help you to develop your export trade of Galveston, with any movement that will tend to increase benefits to the United States in general, and when we ask you to come out at this time and endorse reciprocity with Canada, we do it, believing that it is not sec-



tional, even to the interests we have just inaugurated.

I wish to say to the gentlemen, that our object in bringing this matter up at this time, is for this purpose: We believe you are business men and have certain influence with politicians, which class I regret to say, has heretofore stood with their ears to the ground, constantly, listening to hear what is policy; it must be policy before a politician will take a matter up. Up to this time he has been extending to the farmers of the Northwest, political policy in the way of tariff, not for revenue, but for political effect, but the moment he finds that the business men on the Northwest and the Southwest, and all grain growing regions are in favor of reciprocity, he is going to work that end. You cannot put it too forcibly to your politicians, to your representatives in Congress, and not only your representatives at Washington, but to your representatives in state organizations, to help this matter along. We have a tariff wall—an imaginary wall—on the north that stops importation of grain; a congestion occurs. Liverpool takes advantage of it and pounds down the price, and our American product and our American raw goods come into competition with that congested market. Are we going to stand it? We will have to settle the matter of reciprocity and we must take hold of it in a way that Washington can be made to do something.

It is said that Canada is indifferent. Canada is not indifferent, gentlemen. They are waiting for the hour when the United States will take an active step in the matter and recognize the importance of her own interest, and I hope every vote here will be a vote given for this resolution, when the proper time comes. Its benefits will not be sectional; they will extend all over the United States, and we cannot ask anything of you, gentlemen, that will be more beneficial to all, and I trust the resolution will not bring out a dissenting vote.

I thank you. (Great applause.) J. W. Snyder: I have listened very intently to the paper by Mr. Knappen and also to the remarks by Mr. McCaull. I had the pleasure of hearing Mr. McCaull on this same subject at Peoria.

It seems to me that the argument this afternoon is one-sided, a one-sided question, notwithstanding the applause it has received. I say so from the standpoint of an exporter at the seaboard. If we can get Canadian wheat in through the Northwest, past Duluth and Minneapolis, we can export it from Baltimore, Philadelphia, New York, just the same as it can be exported after it is ground into flour and pays an extra rate of freight. The reciprocity that we want with Canada is annexation; that is the reciprocity we want. We want Canada annexed to the United States. (Applause.) The chances are it will not be done soon; but it may be done later. It may be done by purchase, but you heard some very patriotic speeches here this morning, and the governor told you that the powers of all the world combined would never be able to water their horses in the Mississippi river while the men of the United States existed, and he was right. We depend upon Europe to take away our surplus. They take it in its native state; I am speaking of wheat grain, and they will take it when they want it.

In Mr. Knappen's paper, the gentleman stated that there was \$155,000,000 sent from this country into Canada last year and \$40,000,000 worth of goods brought from Canada to the United States. Where do you want greater reciprocity than that? I agree with Mr. McCaull that he is not talking socialism; he is talking in the interests of all, but talking more in the interest of the near-by man than he is of the whole country. I can ship wheat today, it is true, from Canada to Liverpool cheaper than from Baltimore, but that is because Canada has had big crops for two years, and your Northwest wheat is in bad condition. Let us take a series of years instead of one or two and the Northwest will furnish the Minneapolis mills all the wheat they want, without Canada.

What I started to say and what I reiterate is that the reciprocity that the United States wants with Canada, is to make the best arrangements that can be made through the legislatures of our states and the halls of Congress, and annex Canada to the United States. (Great applause.)

Mr. Murray: I believe there are interests involved in the question that

has been brought to our attention in the last few moments, that rise a long ways above the wheat exporter at the seaboard. (Applause.) I, for one, do not care one continental whether we have an exporter of wheat at the seaboard or not. Let us have northwestern wheat for the northwestern manufacturer. (Applause.)

Mr. Snyder: Mr. Murray for a number of years has not only been giving the northwest country, and the seaboard, but the world, grain statistics, and this is the first time I have ever known that he can do without the seaboard exporter. Mr. Murray may be able to do without the seaboard exporter, but there are other gentlemen on this floor who have been doing business with the seaboard for years. At the same time, we cannot do without the seaboard, neither can the seaboard do without the northwest.

Mr. McCaull: I appreciate the remarks of our friend, Mr. Snyder, but I wish to state that I believe his view of the matter is far in advance of the times and that we will not have annexation either now (I am almost tempted to say we will never have it) or for a long time to come, but in the meantime let us work along the more tangible line of reciprocity. Let us accomplish something from day to day and as quickly as possible. Reciprocity is a possible thing if we can only awaken the politicians at Washington. Annexation, I am afraid, is a good ways off.

Mr. Knappen: I am very much interested in what Mr. Snyder said about annexation. I am afraid he has not paid much attention to Canadian public opinion. If he knew how thoroughly amused the Canadian people are at the idea of annexation, he would not have said what he did. They do not think so much of us as we do of ourselves. They are very well satisfied with their own way. They do not want close political relations with us. I would like to see the two countries one and I believe every patriotic American would, but I tell you the quickest route to annexation is reciprocity even to the extent of free trade. (Applause.) And the more you stimulate trade between the two countries the more you will stimulate a better international feeling and make a nation of Canada instead of a dependency that may some day be transferred from the British Empire to the American republic.

Mr. Rumsey: I hope it will not appear in public that this organization is taking up the matter of annexation of Canada, and mixing that with the subject which is before us. The subject before us of reciprocity, is something that is tangible. It is something we should consider. It is something that the national board of trade has favored and it is right, I think, that we should consider it, whether we vote it up or down, but I think it would be injurious to the influence of this body if it went forth that this body was mixing the two and talking about annexation of Canada. Therefore, I hope that part of it will be dropped at this time. (Applause.)

Mr. Snyder: Mr. Chairman, you asked for a discussion of this subject and you hoped for a free discussion. I am very glad, indeed, that I succeeded in stirring up the animal.

The gentleman who read the paper seems to have forgotten another part

of the paper, which is that about 42,000 Americans in the last few years have gone to Canada, while 4,000 Canadians have come to the United States. I would hate to believe for one moment that even two of those 42,000 Americans that have gone to Canada because they see a chance to make an honest dollar, have forgotten that they ever lived in the United States. I believe in reciprocity the same as James G. Blaine believed in it, but I do not believe in the reciprocity that the gentleman on your right suggested a few moments ago that he believes in even if it leads to free trade. That is too close to one-sided politics for me. I am on the other side. Mr. McCaull says he is a Republican and he believes in reciprocity with Canada. I believe in reciprocity with Canada if we can get a little more reciprocity than they can. (Applause.) We want just a little more on our side. Let Canada have as much reciprocity as she can get along with and give us all that we need. (Laughter.)

Chairman: If there is no further discussion on the subject, we will hear Capt. I. P. Rumsey report of chairman of delegation to the National Board of Trade:

Chairman: I wish before this paper is read, to announce the committees.

Committee on Resolutions—Jay A. King, Nevada, Iowa; Fred Mayer, Toledo, O.; J. G. Gibbs, Clifton, Tex.; W. M. Bell, Milwaukee; A. E. Reynolds, Crawfordville, Ind.; J. R. Marfield, Minneapolis; Capt. I. P. Rumsey, Chicago; John W. Snyder, Baltimore.

Committee on Constitution and By-Laws: W. H. Chambers, Minneapolis; Walter Kirwan, Baltimore; J. C. Robb, Kingfisher, O. T.; D. Hunter, Hamburg, Iowa.

Auditing Committee: J. W. McCord, Columbus; C. C. Miles, Peoria; G. H. Currier, Prescott, Iowa.

Special Committee to confer with the committee from the Hay Dealers Association in reference to adopting of the code: Geo. A. Wells, Iowa; E. J. Smiley, Kan.; H. B. Dorsey, Tex.

The report of the committee was read by the secretary.

To the Members of the Grain Dealers' National Association:

Your committee appointed to attend by courtesy the meetings of the National Board of Trade at Washington, in January last, have to report that they attended same, and beg to submit for your consideration the following:

There has been quite an increase in the membership of the National Board of Trade, due to the change of by-laws and a change of policy. Among other changes, this organization is maintaining at Washington, a bureau under the direction of a commissioner whose duties are to publish from time to time matters affecting commerce and trade in this country, and to give information to inquiring members. Congress has been in session but a short time since the last meeting at which the reorganization occurred, and the activity of the association has been all that your organization could have expected under the circumstances. We believe, also, that in the near future, if plans of the National Board of Trade are carried into execution, it will be of advantage for your association to become members thereof.

Since the annual meeting, and in fact, recently, the membership fees of the constituent organizations to the National Board of Trade have been reduced, so that the present cost to your association for joining the National Board of Trade, will be \$50.00. We believe that a national organization, conducted upon the lines which have been adopted by the National Board of Trade, may be of great practical value to the commercial interests of this country and that such an organization deserves the support of your association. It is absolutely essen-



tial that the National Board of Trade shall materially increase its membership during the present year, in order that it may be able to carry out its plans for the future.

To that end we advise the passage of a resolution authorizing the directors of your organization to join the National Board of Trade.

Respectfully submitted,  
ISRAEL P. RUMSEY,  
JOHN B. DAISH.

The Chairman: I presume that the report is subject to action by the convention. I will ask the convention what shall be done with the report. It has a recommendation that this Association join the National Board of Trade. I await your pleasure.

Mr. McCord: I move the resolution be adopted.

Mr. Kirwan: To what extent does that involve the association?

The Chairman: The question before the convention is that the report which was read by your secretary, that a committee be appointed to investigate the National Board of Trade, be adopted and that the secretary be instructed to enter into the correspondence necessary to become members. Are you ready?

Mr. Kirwan: I wish to know to what extent that handicaps our association.

Capt. Rumsey: Simply the yearly dues of the association and the expense of sending a delegate or more, as your directors may see fit, to attend the annual meeting. So far, they are held in Washington. It was considered at the last meeting whether it should not be held at different parts of the United States, but so far it stood that it should be held at the capital. No other obligations except the yearly dues and whatever expense it would be to send a committee to represent you.

Mr. McFarlin: I would like to ask Capt. Rumsey if from what he observed, the proceedings and operations of this Board of Trade has anything to do with the grain dealers.

Capt. Rumsey: Only, perhaps, as one of the great institutions of this country in its mercantile capacity and then it does, in relation to the railroad and warehouse commission. We are certainly very greatly interested in that. All mercantile interests are taken up by different committees. Committees are carefully selected and report accordingly. Then we have this representative there in Washington to look after all these different interests that come up; and certainly the grain business is largely interested in the matter. That is not very intelligently answered, but I was not prepared to answer the question.

Mr. Kirwan: I should state that that one subject would be sufficient for us. It occurs to me that grain dealers are having a great deal to do to look after their own interests and it would not be wise to go outside of our particular interests, but I can readily see if we should have any influence in the appointment of the railroad and warehouse commission or interstate, as I understood you to say they take an interest in.

Capt. Rumsey: Yes, interstate commission.

H. F. Dousman: Some years ago the statistics of the monthly report was supposed to be an advance publication. Soon after that at the next meeting of the National Board of Trade the matter was taken up by resolution pretty

sharp and the result was that there was an invitation given by the Commissioner of Agriculture for a conference and a committee made a very exhaustive statement, who had been making an investigation. The result was a marked improvement in that direction. Again a year and a half ago, the matter came up and last year Mr. Osborn, of Philadelphia, and another gentleman met in Washington and examined very exhaustively the statistician's work; the result was an improvement. It has put the grain trade of the country in closer touch with the Department of Agriculture and the statistician than they have been before. It was started seven or eight years ago and has been followed along quietly. I have been concerned in helping it along.

There is one more point that might be added with reference to the work already accomplished by the National Board of Trade. Some years ago the National Board of Trade introduced the proposition that has taken form in the creation of the Department of Commerce, which now is one of the most important functions, I believe, of our national family.

Chairman: All favoring the adoption of the report of the committee, carrying out its suggestion, say "aye."

Motion carried.

Mr. King: As a member of the resolution committee, I would say that if anyone desires to present resolution to the committee and does not see any member of the committee with whom he is acquainted, he may leave it at the headquarters, at the West Hotel.

The Chairman: I want to state that Mr. Wells, who was appointed one of the committee on nominations has resigned in favor of Mr. McFarlin.

Mr. McFarlin: I reluctantly consent to succeed so good a man as Mr. Wells.

The Chairman: The following announcement has been handed to me:

Please announce that Mr. O. T. Huyck, under imperative orders of his physician, has resigned as secretary of this association, and that the governing board have this day elected Mr. J. J. Quinn, of Minneapolis, as Mr. Huyck's successor. A. F. Brenner, President Southern Minnesota and South Dakota Grain Dealers Association.

Adjourned to 9 o'clock a. m., Wednesday, Oct. 7, 1903.

PROMPTNESS in assembling is absolutely necessary in order that the program can be furnished during the hours the association has the use of the theater auditorium.

## Late Arrivals.

### West Hotel

J. W. McCabe, Chicago.  
J. W. Smith, Lamoni, Ia.  
J. C. Robb, wife and daughter, Kingfisher, Okla.  
Geo. H. Davis, Kansas City.  
Secretary E. D. Bigelow, Kansas City.  
J. T. Snodgrass, Kansas City.  
D. N. Dunlap, Fontanelle, Ia.  
M. Hennessey, Orient, Ia.  
N. A. Duff, Nebraska City, Neb.  
L. B. Wilcox, Moberly, Mo.  
H. W. Kress, Middletown, O.  
J. S. Hazelrigg, Cambridge City, Ind.  
D. Hunter and wife, Hamburg, Ia.  
E. L. Bowen, Des Moines, Ia.  
Jay A. King, Nevada, Ia.  
Lee Lockwood, Des Moines, Ia.  
W. L. Weston and wife, McGregor, Iowa.  
S. A. Dalton, Chicago.  
A. J. Zingre, Mason City, Ia.  
B. R. Patterson, Mitchellville, Ia.  
C. S. Schofield, Washington, D. C.  
P. M. Ingold, Spencer, Ia.  
G. J. Railsback, Ashland, Neb.  
Brent Marshall, Cincinnati, O.  
F. E. Fleming, Cincinnati, O.

### Nicollet Hotel.

C. M. Gowdy, Britt, Ia.  
Peter Hatterscheid, Corwith, Ia.  
M. L. Conley, Frankfort, Ind.  
W. B. Foresman, Lafayette, Ind.  
J. W. Holmquist, Oakland, Neb.  
E. C. Twombly and wife, Omaha, Neb.  
J. F. Eby and wife, Lancaster, Pa.  
J. W. Smith, Lamoni, Ia.  
C. H. Casebeer, Des Moines, Ia.  
G. L. Webster, Eagle Grove, Ia.  
A. N. Pierson and wife, Kansas City, Mo.

### Brunswick Hotel.

R. T. Barton, Jamaica, Ill.  
G. W. Wyant, Malvern, Ia.  
J. J. Snodgrass, Hillisburg, Ind.

### Vendome Hotel.

R. L. Metcalf, Lakota, N. D.  
J. M. Camp, Bement, Ill.  
J. F. Younglove, Mason City, Ia.  
Mr. Boggess, Mason City, Ia.  
B. F. Vorhes, Williams, Ia.  
F. C. Carlson, Farnhamville, Ia.  
H. D. Boroff, Dayton, O.

### Hyser Hotel.

A. W. Randall, Conrad, Ia.

The Chief Grain Inspectors National Assn. will hold an executive session in the directors' room of the Chamber of Commerce, at 8:30 this morning. Federal inspection will no doubt be considered; and Carl S. Scofield is expected to unfold his theory of scientific inspection.

# GRAIN DEALERS!

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Building. TWEEDALE & HARVEY  
Chicago, Ill., Manufacturers.



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**RAYMOND P. LIPE**

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ARTHUR B. EMMICK

**WORTS & EMMICK**

**RECEIVERS AND SHIPPERS**

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are represented at this meeting by A. B. Emmick who will be pleased to meet you.

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**24-25-26 Produce Exchange**

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TOLEDO, OHIO

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**OF**  
**TOLEDO, OHIO**

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Ask for our Daily Red Letter—Free.  
OUR MR. MAYER IS AT THIS CONVENTION.

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Quick Returns and Careful  
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Write for Buffalo Market  
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In the **ST. LOUIS** market,  
Enormous increase in demand on ac-  
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points. We guarantee Merchants Exchange weights on all consignments.

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Grain Warehouses at Rensselaer, Parr  
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We will buy your damp grain or dry it for you at a  
very reasonable price and guarantee satisfactory  
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Track Buyers of Corn,  
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We make a specialty of car lot interior  
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WHOLESALE DEALER IN  
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### *He Wasn't Daniel Webster.*

One day during a recent convention, a grain dealer was introduced to a young man from Bloomington, Ill., and as the Grain Dealer was contemplating the erection of a new elevator, he thought this a chance to get "Johnny-wise" and opened up conversation as follows:

"By the way, what do you know about the B. S. Constant Co.'s grain handling machinery that is manufactured in your town?"

The young man looked up with a bright smile and quickly replied, "Well, sir, I know that the Constant machinery is constantly constant in its constancy," and then paused to see the effect.

The Grain Dealer stared a moment and then said, "Hold on there! I am not Daniel Webster. What was that jingle of words you were getting through you?"

The young man had his laugh and then replied: "Pardon me. That was a little pun of mine, but to lay all jokes aside, the Constant Specialties are just what I said, namely, invariably faithful in its firmness; doing its particular duty, whether it be a "Safety" Wagon Dump, a Self-Acting Rail Dump, the "Little Giant" Grain Cleaner, Water-tight Elevator Boot, Dust Collector or their Patented Chain Drag and Feeder; each are a success. I have also observed that when a man equips an elevator with the Constant machinery he can sell it at a good profit whenever he wishes, and that is more than some fellows can do who buy the substitutes."

The Grain Dealer left that convention fully determined to write the B. S. Constant Co., of Bloomington, Ill., as soon as he got home, which he did, much to the delight of the young man who was remembered for his timely pun.

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Our Special Brand of White Oats is a favorite wherever tried.

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Insures Mills, Elevators, Warehouses and  
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Insurance. Risks in force, over  
FIVE MILLION FIVE HUN-  
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Our cost has never exceeded *three-*  
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We have paid \$80,000.00 for losses  
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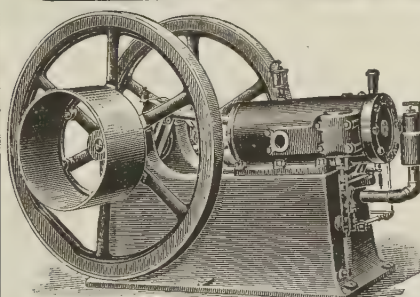
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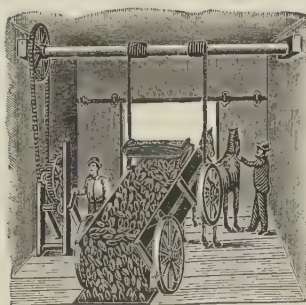


The Popular Engine for  
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## Smith's Improved Overhead Dump

Chain Drag Feeder,

"Ohio" Sheller,

Marquis Ear Corn Feeder,

Improved Elevator Head and Self Cleaning Boot,  
Saw Dust, Tupper and Straight Bar Furnace Grates.



## Arbitration Rules of the Grain Dealers' National Association.

Adopted Oct. 3, 1901.

1. (A) The committee on arbitration shall consist of three members. Its decisions shall be final, excepting only as herein provided, and its jurisdiction shall cover all matters national, inter-state and inter-local, pertaining to the grain business wherein any member of the National Association or affiliated association has personal interest, and it shall be an appeal body for the review of decisions referred to it from any arbitration committee of an affiliated association. It shall conduct all cases that may come before it in conformity with the rules prescribed therefor. The method of adjusting matters before it shall be such as will best secure justice and equity impartially to all interested parties, with the object in view of making this a means of settlement, in matters connected with the grain trade, to restrict friction, avoid litigation, prevent misunderstandings and adjust improper conditions.

1. (B) Arbitration Committee in Each Affiliated Association.

Any affiliated association may create an Arbitration Committee and adopt such rules and regulations as may be deemed expedient to define the duties and conduct of such committee not in conflict with the duties or jurisdiction of or the rules governing the Arbitration Committee of the National Association.

The function of such committee shall be, whenever possible, to act as a court of first resort in all matters within its jurisdiction, and its decisions may be appealed from to the National Committee, when within the jurisdiction thereof.

2. (A) How Formed.

The National Committee shall be composed of three members, appointed by the president and approved by the board of directors, to be selected as follows: One prominent receiver or buyer of grain, located at some central market; one representative country shipper and one not entirely identified with either of above divisions of the grain trade, all to be selected on the consideration of geographical and business conditions as near as possible to equalize the committee.

When consistent this last selection should be made chairman.

All appointments shall be from the membership of the National and its affiliated associations.

2. (B) Committee of Affiliated Association.

Shall be formed as designated in the rules and regulations of such association, composed of members of the same and doing business within its territory.

3. (A) Jurisdiction.

National Committee shall have jurisdiction in cases:

(1) Between members of the National Association.

(2) Between members of the National Association and non-members, by consent of the member.

(3) Between members of the National and members of any affiliated association.

(4) Between affiliated associations and between affiliated associations and organized Boards of Trade, or Commerce.

(5) Cases appealed from the decision of any committee of an affiliated association, when same is in conformity to the rules governing such appeal.

(6) Between non-members, when by the consent of the committee to act, and payment of all expenses by such contestants. Affiliated Associations Committee shall have jurisdiction in cases:

1. Between its members.

2. Between its members and a non-member, by consent of the member.

3. Between its members and members of the National.

4. Its jurisdiction shall only cover cases arising in territory covered by its organization.

IV. Appeal, National Committee.

1. When either party to a case desires to appeal from the decision of the affiliated association committee he shall so notify the secretary of the affiliated association in writing, within five days after the notice to him of the decision of the committee, such appeal to conform to the jurisdiction of and rules governing the National Committee.

2. Such appellant shall deposit with the secretary of the affiliated association such amounts as are specified in rule No. 1 hereof, the same to be forwarded to the National secretary with the papers in the case.

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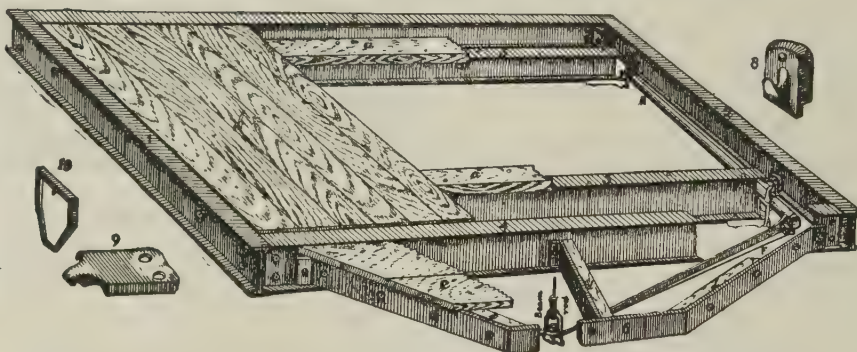
WAGON SCALES THE BEST ADAPTED FOR DUMPS.



All Sizes of Wagon or Stock Scales, also

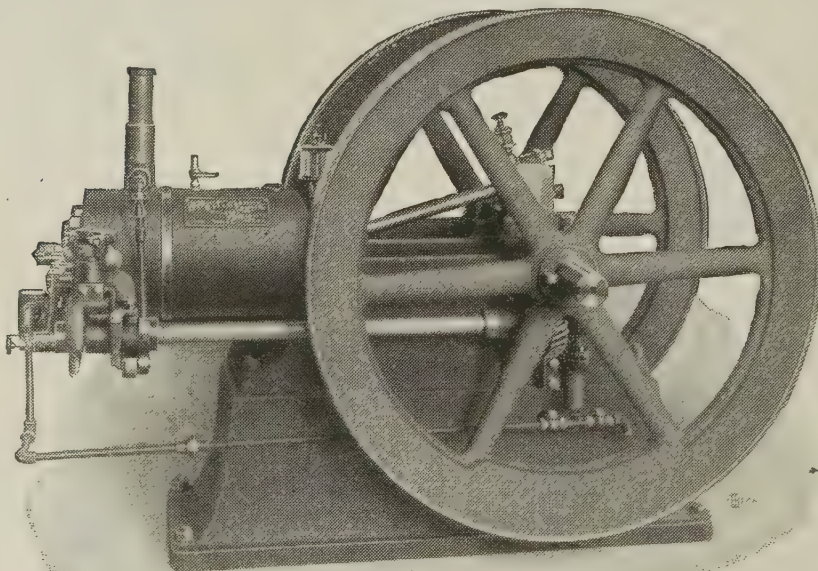
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**Solid Steel Frames for Wagon Scales**  
WITH THESE THE OUTFIT WILL LAST A LIFETIME



## New Design Gasoline Engine for Elevators and Mills

The Safest, Strongest and Most Economical made.



Fire-Proof Safes, Grain Wagons, Warehouse Trucks, Etc., at Lowest Prices.

Circulars, Price Lists and any information furnished upon application. Inform us of your wants and get estimates. We will save you money.

292-296 Jackson Boulevard.

CHICAGO SCALE CO., Chicago, Ill.



(Arbitration continued from page 388)

If the decision is for the appellant there shall be included in the findings of such verdicts such amounts as are specified in rule No. 1, covering filing of original cases.

On settlement by the appellee of the judgment against him there shall be refunded to the appellant all original deposits made by him.

3. A fee of \$5 shall be paid by the appellant to the secretary of the affiliated association to cover expenses of transcript.

4. Failure to comply with the provisions of this article shall constitute a forfeiture of the right of appeal.

5. When the party desiring to appeal has complied with the requirements heretofore specified in this article, the secretary of the affiliated association shall then notify the appellee and forward to the secretary of the National Association within thirty days thereafter a complete transcript of the case.

6. The decisions of the committee shall be final, except on request of both contestants the case may be reviewed by the board of directors and affirmed or remanded back for re-trial.

#### Affiliated Committee.

When between members action shall be governed by laws of such association.

When between members and a non-member, appeal by either contestant to the National Committee.

When between member and member of National, appeal by either contestant.

#### V. Complaints—Where To Be Filed.

1. In cases desired to be arbitrated the complaint shall be filed unless otherwise provided.

When between members of different affiliated associations, with the secretary of the association of which the complainant is a member, provided in such case on request of either contestant the complaint may be filed with the secretary of the National Association.

When between members of an affiliated association or between a member of an affiliated association and a non-member of any association, or between a member of an affiliated association and a member of the National Association, with the secretary of the affiliated association.

When between members of the National Association with the Secretary of that association, and when between a member of the National Association or of any affiliated association and Board of Trade or Exchange or any of its officers as such, with the National Association.

2. On all cases arising between members of either the National or affiliated association, shall be filed with the affiliated committee, unless due cause can be shown or prejudice may exist, when, by the consent of the secretary of the National they may be filed with the National Committee.

Cases between members of an affiliated association and non-members shall be filed with its committee, unless such committee recommends and the National secretary consents to the filing of the same with the National.

3. All cases to be filed with the National Committee shall be governed by the rules of jurisdiction as above.

#### 6. Rules Governing the National Committee.

1. All cases coming under the jurisdiction of the committee shall be filed in writing with the secretary of the association, together with all data, and evidence properly sworn to, with pleadings attached, accompanied by a deposit of \$10, if filed by a member of either the National or any affiliated association, if by a non-member, \$15; or, if in a case between two affiliated associations or between an affiliated association and a board of trade or commerce, \$20, proper receipt for which shall be given.

2. Notice of complaint, with copy of all papers filed, shall be given within five days to the defendant named in the case, who must accept service within five days after the date of mailing such notice. If service is not accepted within five days, plaintiff shall be notified, and due record of such refusal or neglect on the part of the defendant shall be made, all papers returned to the plaintiff with 75 per cent of deposit made, 25 per cent of such deposit being retained and converted to the treasury, to cover expenses of notification.

3. Proper service shall be considered to have been made on having mailed to the last known address, by registered letter, notice of the same.

Acceptance of service must be by same process, only at the risk of the sender it may be mailed without registry to the secretary.

4. If service is accepted by the defendant he, they or it shall have ten days from date of such acceptance to file in writing, with the secretary, any counter claim or answer, attaching all data and evidence properly sworn to, with pleadings attached, together with deposit, as per rule No. 1. Time for filing papers may be extended by the secretary.

5. After such acceptance of service failure to file papers as stipulated in rule No. 4 shall accrue as a default to plaintiff.

6. On filing of papers and deposit by defendant, notice of same, together with copy of all papers filed, shall be made to the plaintiff. Rebuttal evidence may be filed by the plaintiff within five days.

(Continued on page 390.)

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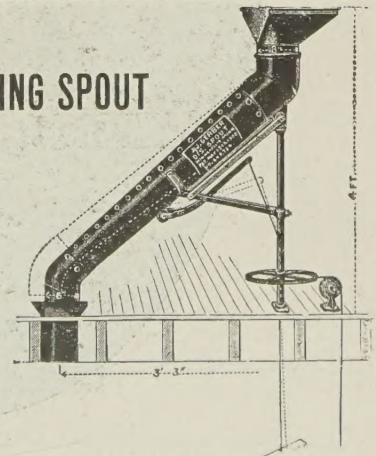
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(Arbitration continued from page 389.)

7. The decision of the committee shall be furnished in writing by the secretary, to both parties, within five days after ruling is made, and a compliance with such ruling shall be made by the parties to the case within ten days.

8. A refund of the deposit shall be made to the party in whose favor the decision was made; the deposit of the defeated party shall be converted into the treasury, to cover expenses of committee.

9. Before any case may be submitted to the committee each party to the case must file with the Secretary, in writing, his agreement to abide by the decision of the committee, and release all members of such committee from any responsibility for errors in judgment in any respect whatsoever, or for any damage or any loss suffered by reason of their acts.

10. It shall be the duty of the committee to hear, pass upon and determine all cases submitted to it by the Secretary coming within its jurisdiction, and to render a just and equitable verdict thereon, according to the evidence, and to the best of their ability.

11. The committee may elect as to the manner of passing upon such cases as may be submitted, as follows:

(a) Papers may be passed to each member by mail, the second member passing to chairman of committee, each attaching thereto in writing, his verdict, and if a decision signed by a majority of the committee is attached, returning same to Secretary, with such verdict in writing, properly signed, or

(b) Passing on same at a meeting of the committee, submitting a written decision to the Secretary, signed by a majority of the committee.

(c) Or, if no verdict can be reached, a return of all papers with a signed statement to that effect, in which case the Secretary shall return all papers, deposits and pleadings to the proper parties in the case.

12. The committee cannot be called together to exceed once each calendar month, unless by consent of each member of the committee.

13. The committee cannot act at a meeting thereof unless all members are present.

14. If the parties to a case submitted for arbitration desire to present the matter to the committee in person or by an attorney, they may do so by paying whatever amount, in addition to the amount provided for in Section 1 to be paid, shall be necessary to cover the additional expense of the committee, if any, of such personal hearing. The amount of such additional cost to be determined by the committee. All evidence presented to the committee in person shall be given under oath, when so required by the committee. Only members in good standing may act as an attorney before this committee.

15. When a case is referred to the Committee on Arbitration they shall fix a time and place for its hearing, if to be considered as per Rule 11 B, and notify the Secretary of the date and place so fixed, which shall be sufficient time in advance to permit the Secretary to give the parties five days' notice of the date and place of trial. The parties shall present all written evidence to the Secretary on or before the date fixed for hearing, and neither party shall postpone the hearing of a case longer than ten days after it has been submitted unless good cause can be shown therefor, satisfactory to the committee.

16. The members of the Committee on Arbitration shall receive for their services \$3 per diem for the time used in considering and deciding the cases submitted to them; also the amount of their actual traveling expenses and hotel bills.

17. The money received by the Secretary to defray the expenses of arbitration shall be by him placed with the funds of the association and the expenses therefor paid by him out of the general fund, but he shall keep a separate account of such receipts and expenditures.

18. Neglect or refusal to submit a case in controversy to the Committee on Arbitration, or to comply with the award of the committee, shall be deemed unbusinesslike conduct, and the penalty therefor may be a fine, suspension or expulsion, as the Board of Directors may decide.

19. In case of absence or disqualification of regular members of the committee, the President shall fill the vacancies with any member eligible, willing to serve. A majority award or finding of any such committee shall be binding and any award or finding of the committee thus formed shall be made under the same rules and shall have the same effect as if made by the regular Arbitration Committee.

20. There shall be published each month, or semi-monthly, if necessary, a bulletin, giving details as hereinafter set out, of all cases filed for arbitration, passed upon, decisions rendered and any other information bearing on the matter of arbitration, which may interest members. A copy of such bulletin shall be mailed to each regular member, the Secretary and Chairman of Arbitration Committee of each affiliated association, and such other parties as deemed proper. Such bulletin shall set forth:

(a) Names of plaintiff and defendant, nature of and amount of all claims filed.

(b) Decisions of committee naming case, plaintiff and defendant, nature of, amount, verdict, and other information of interest to members.

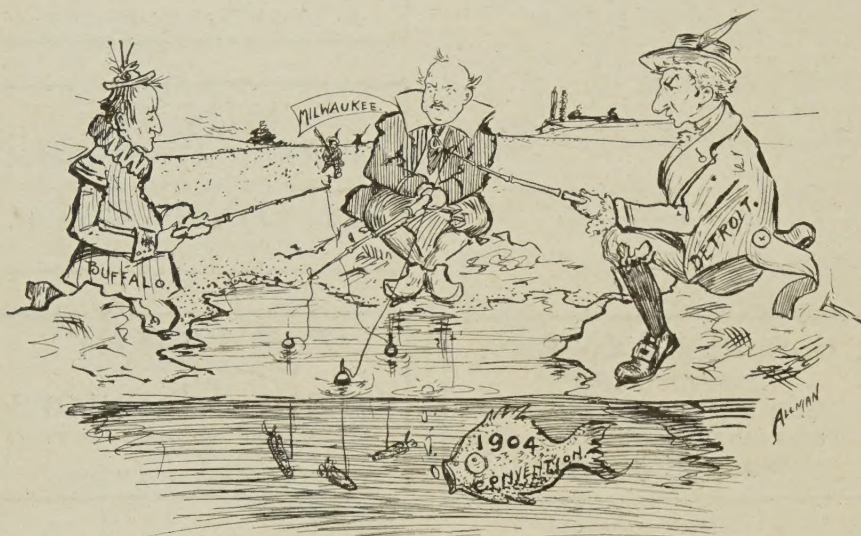
(c) Notice of settlements, giving case, plaintiff, defendant, nature of and amount.

(d) Notice of failures to comply with decisions of committee, naming case, plaintiff, defendant, nature of and amount.

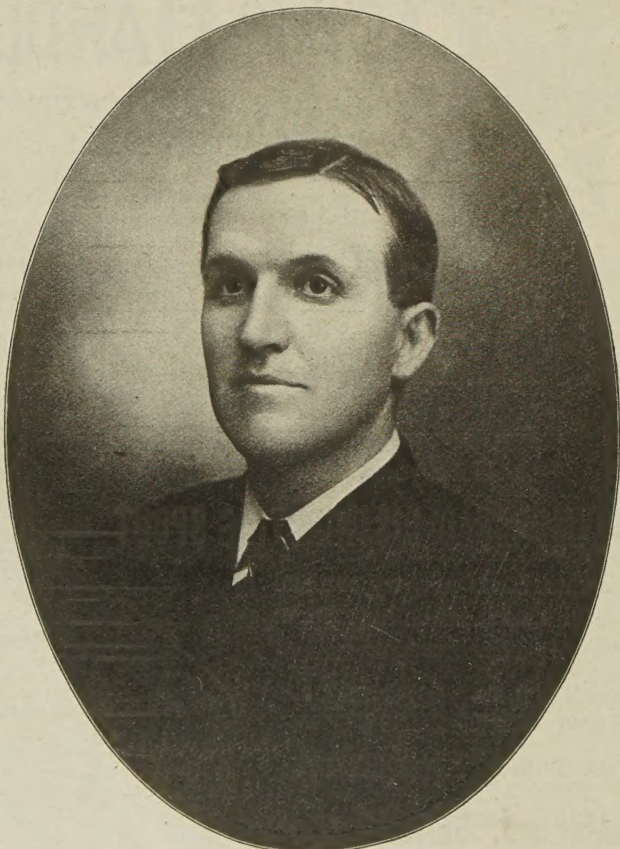
(e) Notice of refusals to accept offers of arbitration, naming case, plaintiff, defendant, nature of and amount.

If good and sufficient reasons are offered by defendant the same shall be published.

(f) Notice of all members fined, suspended or expelled by the Board of Directors.



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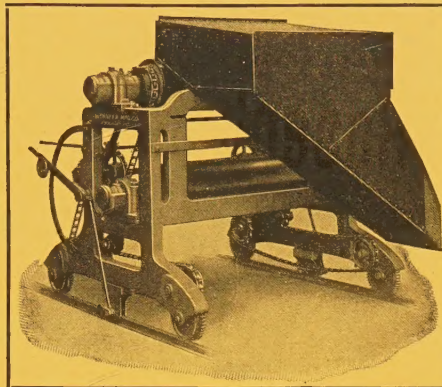
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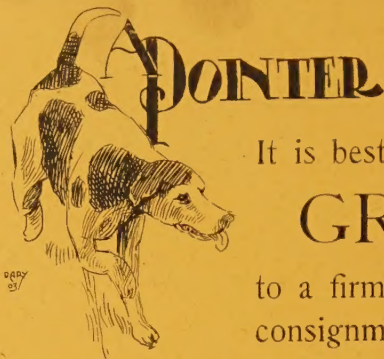
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